

EXHIBIT F

**UNITED STATES DISTRICT COURT
EASTERN DISTRICT OF MICHIGAN
SOUTHERN DIVISION**

In Re: AUTOMOTIVE PARTS ANTITRUST
LITIGATION

Master File No. 12-md-02311
Honorable Marianne O. Battani

In re: Wire Harness Cases

THIS DOCUMENT RELATES TO:

All Auto Dealer Actions

2:12-cv-00102-MOB-MKM

All End-Payor Actions

2:12-cv-00103-MOB-MKM

**DECLARATION OF DR. EDWARD A. SNYDER IN SUPPORT OF DEFENDANTS'
OPPOSITION TO DEALER PLAINTIFFS' CROSS-MOTION TO RESOLVE
DEFENDANTS' MOTION TO COMPEL DOWNSTREAM DISCOVERY AND
OUTSTANDING REQUESTS**

I, Edward A. Snyder, declare as follows:

1. I am Dean of the Yale School of Management and the William S. Beinecke Professor of Economics and Management. I have personal knowledge of the facts set forth in this Declaration. I make this Declaration pursuant to 28 U.S.C. § 1746. I submit this Declaration in Support of Defendants' Opposition to Dealer Plaintiffs' Cross-Motion to Resolve Defendants' Motion to Compel Downstream Discovery and Outstanding Requests.

2. This Declaration supplements my Declaration in Support of Certain Defendants' Motion to Compel "Downstream" Discovery from Direct Purchaser and Auto Dealer Plaintiffs (2:12-cv-00101, ECF 172; 2:12-cv-00102, ECF 187).

Assignment and Conclusions

3. I have been asked by counsel for certain defendants ("Defendants") in the *Automotive Parts Wire Harness* class action litigation to evaluate whether certain data from the Auto Dealer Plaintiffs ("Auto Dealers"), including Auto Dealers' monthly reports to automobile manufacturers ("OEMs"), are important to analyze certain issues associated with two proposed classes of plaintiffs: Auto Dealers and End-Payor Plaintiffs ("End-Payors"). Both are indirect purchasers and Auto Dealers are of course intermediaries, who typically sell to the End-Payors. Data, including the Auto Dealers' monthly reports to OEMs ("OEM Reports"), are needed for (a) the analysis of whether the Auto Dealers and End-Payors can establish, on a class-wide basis using common evidence, that they suffered impact as a result of alleged overcharges on Wire Harness Products ("WHPs") sold by Defendant manufacturers to Direct Purchasers, including OEMs, and (b) the measurement of the extent of damages, if any, associated with the impact.

4. Whether Auto Dealers suffered impact from any alleged overcharges by Defendant manufacturers depends on two conditions. First, it must be shown that such alleged overcharges were passed on by upstream intermediaries (including OEMs and in some cases automobile distributors) to the Auto Dealers. Second, it must be shown that the Auto Dealers absorbed some portion of those alleged overcharges rather than passing on all of them to their customers (typically the End-Payors). The same underlying phenomena, i.e., the extent to which alleged overcharges reached the Auto Dealers and the extent to which they are absorbed rather than passed on to End-Payors, are also central to any economic analysis of damages for both Auto Dealers' and End-Payors' claims.

5. The analysis of these issues is inherently empirical in nature. Analysis of whether the first condition regarding impact is met for Auto Dealers, i.e., whether any alleged overcharges reached them, involves data on Auto Dealers' purchases of new vehicles. These upstream costs depend on the purchases of each vehicle (or vehicles generally) as well as the other principal terms that would affect the vehicle cost to the Auto Dealer, including whether the OEM provided favorable financing terms, promotion funds, or other incentives.

6. Analysis of whether the second condition regarding impact is met, i.e., whether some of the alleged overcharges were absorbed and not passed on by Auto Dealers, involves Auto Dealers' downstream vehicle sales data. These sales data include prices of the vehicles as well as other relevant terms, including the incentives received by Auto Dealers' customers and Auto Dealers' sales of financing, warranties, insurance, or other additional products or services to their customers. The value of trade-in vehicles to Auto Dealers and the amount of trade-in allowances received by Auto Dealers' customers are relevant for the same reason.

7. With reliable and comprehensive data on the purchases by Auto Dealers, typically from OEMs, and the sales by Auto Dealers to their customers, typically End-Payers, then the economic analysis of the fundamental issues can proceed. For example, it may be possible to estimate regressions that (a) focus on Auto Dealers' purchase data and sales data considering relevant elements of the transactions, and (b) control for changes in other costs. Such analyses may indicate whether Auto Dealers on average passed on Defendants' alleged overcharges to their customers. These issues are relevant to both Auto Dealers' and End-Payers' claims.

8. Such regression results then may be examined to determine to what extent the average results represent common, class-wide phenomena. The average results could be an indicator of the pass-on behaviors of some Auto Dealers. For example, an average result of 50 percent pass-on may, in fact, reflect pass-on rates of 50 percent for some Auto Dealers, 100 percent for others and zero percent for others as well as pass-on values anywhere in between zero and 100. Hence, such average pass-on is consistent with any number of mixes of full pass-on, partial pass-on, and no pass-on results. In that event, the average result indicated by the regression would mask important differences, including large numbers of cases where there may be no impact.

9. Auto Dealers' downstream information may also be useful to assessing typicality. Analysis of a particular Auto Dealer might indicate that it did not pass on the alleged

overcharges or, conversely, it passed on all the overcharges (and therefore suffered no injury). The same is true if any particular Auto Dealer engaged in unusual or inconsistent pricing behavior. Such analyses would be relevant to whether such an Auto Dealer was typical or atypical of other Auto Dealers who would constitute the proposed class.

10. Upstream purchase information and downstream sales information from Auto Dealers regarding individual purchase and sales transactions provide a reliable means to match purchases of specific automobiles to the sales of these same vehicles, for analysis of alleged overcharges and pass-on with respect to the WHPs in those vehicles. I understand that one specific source of relevant information from Auto Dealers is the monthly OEM Reports that Auto Dealers submit in the normal course of business to their respective OEMs. For example, a Ford dealer will submit monthly reports to Ford. Attached as Exhibit A is what I understand to be a form for a General Motors dealership monthly report. Attached as Exhibit B is what I understand to be a form of a Ford dealership monthly report. These forms are publicly available, and I understand that they are similar in most respects to the monthly forms on which other OEMs require their auto dealers to submit monthly reports.

11. Auto Dealers' monthly OEM Reports generally include information on the sales performance of each major department within the dealership, including: (a) new vehicle sales (including leases); and (b) sales of finance and insurance ("F&I") products. These reports may also itemize both the dealership's fixed expenses and recurring operating expenses such as rent, taxes, and data processing, and its variable costs such as sales commissions, advertising and promotions, and floor plan interest.

12. In addition, these monthly reports generally contain data on a number of the potentially relevant variables of an auto dealer's operations, including:

- Total dealer sales
- Gross dealer profit
- Total vehicle cost for the dealer
- Total sales for new vehicles and leases, and F&I
- Gross profit for new vehicle sales and leases, and F&I
- Total vehicle cost for new vehicle sales and leases
- New vehicle sales, units sold, gross profit, and average gross profit per vehicle by make and/or model

Leases, units disposed, gross profit, and average gross profit per vehicle
 F&I net income, units sold, net income per vehicle for new vehicles sold and leased
 Total variable expense and its breakdown for the dealer
 Total fixed expense/overhead for the dealer
 Total variable expense for new vehicle sales and leases
 Total fixed expense for new vehicle sales and leases

13. Thus, these monthly OEM Reports will show the number of new vehicles the Auto Dealer sold by model, gross and net sales revenue (accounting for the volume of incentives from the OEM and other discounts and rebates), average gross profit for vehicles sold by model, and vehicle costs. Auto Dealers report similar information to OEMs on the new vehicles they lease, as well as on their sales of financing and insurance products.

14. I understand that Auto Dealers argue that “to determine whether a price increase [allegedly] caused by [Defendants’] collusion was passed from [Auto Dealers], to [End-Payors],” Defendants “must follow the increase from the Dealers to the End-Payors to see how much was absorbed and how much was passed—meaning that Defendants must look at the dealer price and the end-payor price. The analysis of those prices as well as the employment of a pass-on formula will determine the pass-on,” and “[t]he question of how much profit a dealer ultimately made on the transaction is **irrelevant**” (2:12-cv-00102, ECF 292, at 18, emphasis added.) However, Auto Dealers do not account for the fact that pass-on behavior affects profitability. Hence, the level and change in profits realized on a given brand and model of vehicles, when controlling for changes in other variables, may provide evidence of the impact of particular cost increases on price changes.

15. In general, pass-on at any point in a distribution chain is a relationship between the changes in the cost of the product and the changes in the revenues received when selling it downstream. As indicated above, the question of pass-on is an empirical one, with answers likely differing across entities, localities, product lines, time, and other factors. This is why data are important to assess pass-on.

16. I also understand that Auto Dealers’ monthly OEM Reports may contain certain data that may not be as readily accessible from other sources, , e.g., the Auto Dealers’ databases regarding their individual purchases and sales of vehicles. Such data may include their floor plan interest expenses for financing their vehicle purchases and offsetting credits or support payments

they receive from OEMs, as well as incentive payments OEMs make to Auto Dealers based on the volume of vehicles sold by the Auto Dealer during a particular period. Such floor plan interest expenses are likely part of the total cost paid by Auto Dealers for a vehicle, while credits and incentive payments by OEMs decrease the total cost paid by Auto Dealers for a vehicle or set of vehicles. For such reasons, such data may be useful to analyses of pass-on from OEMs to Auto Dealers and from Auto Dealers to their End-Payor customers with respect to such vehicles. Similarly, the OEM Reports also contain information concerning the Dealer's fixed, recurring and variable costs. Such data in the monthly OEM Reports again are relevant to the analyses of pass-on behaviors.

17. Finally, I understand that Auto Dealers' OEM Reports provide data and information at the dealer level and the make and model level, but do not provide such relevant transactional data at the individual vehicle level. As such, the reports would not provide information on any particular vehicle sale or lease (unless only one vehicle of a particular model was sold or leased in a given month). However, while it would be preferable to have all of the data at the vehicle level, even data aggregated in this way (across several like-vehicles within a month) could still be useful in assessing cost pass-on and may reveal important pass-on factors such as, for example, difference in pass-on across Dealers, vehicle makes, and vehicle models. I also understand that Auto Dealers are unlikely to have complete individual transactional data throughout the relevant time periods alleged by Auto Dealers and End-Payors, but may have their monthly OEM Reports for some or all of those missing periods. Their monthly reports to OEMs are therefore essential to provide at least some relevant information for those missing periods and may also be useful as a cross-check against Auto Dealers' purchase, sales and cost data on individual vehicle transactions or groups of transactions during the periods encompassed by the monthly reports.

I declare under penalty of perjury under the laws of the United States that the foregoing is true and correct. Executed this 20th day of April, 2015.

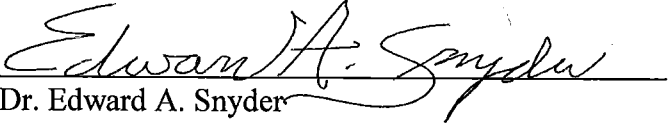

Dr. Edward A. Snyder

EXHIBIT A

LN	CHEV-CARS	-	PONT-TRKS	-	BUIC-TRKS	-	GMCT-TRKS	-	SATU-TRKS	-	LN	
NO	CHEV-TRKS	-	OLDS-CARS	-	CADI-CARS	-	HUMM-CARS	-	TOTAL CARS	-	NO	
1	PONT-CARS	-	OLDS-TRKS	-	CADI-TRKS	-	HUMM-TRKS	-	TOTAL TRUCKS	-	1	
2	BUSINESS ASSOCIATE CODE		BUIC-CARS	-	GMC-CARS	-	SATU-CARS	-	TOTAL RPG	'Data unavailable'	2	
3	0			DEALER NAME						3		
4	FROM	January	1	2006	ADDRESS						4	
5	THRU	January	31	2006	CITY & STATE						5	
6	ASSETS				NO.	AMOUNT				6		
7	C	CASH ON HAND	200	0	CASH IN BANK CREDIT BALANCE				202	0	7	
8	A	CASH IN BANK	202	0	ACCTS PAYABLE-TRADE CREDITORS				300	0	8	
9	S	CONTRACTS IN TRANSIT	205	0	ACC. RECEIVABLE CREDIT BAL.				220	0	9	
10	H	SECURITIES	260	0	CUSTOMER DEPOSITS				220	0	10	
11	C				WARRANTY CLAIMS ADVANCE				305	0	11	
12	TOTAL CASH AND CONTRACTS			0	NOTES PAYABLE-NEW VEH.&DEMOS				310	0	12	
13	U	NET CUSTOMER RECEIVABLES	FROM PG 7	0	*MEMO: DELAYED PAYMENT-ACCT. 310						13	
14	R	FACTORY RECEIVABLES	261	0	NOTES PAYABLE-USED VEHICLES				311	0	14	
15	R	E DUE FROM FINANCE COMPANIES	262	0	NOTES PAYABLE-LEASE & RENTAL UNITS				312	0	15	
16	C	WARRANTY CLAIMS	263	0	NOTES PAYABLE-OTHER				314	0	16	
17	R	INS. COMMISSIONS RECEIVABLE	264	0							17	
18	TOTAL RECEIVABLES			0	INTEREST PAYABLE				320	0	18	
19	E	DEMONSTRATORS	0	230	SALARIES, WAGES & COMM. PAYABLE				321	0	19	
20	N	I NEW CARS	0	231	INSURANCE PAYABLE				322	0	20	
21	N	NEW TRUCKS	0	237	PAYROLL TAXES PAYABLE				323	0	21	
22	T	V NEW MD TRUCKS	0	235	SALES TAXES PAYABLE				324	0	22	
23	E	OTHER AUTOMOTIVE	238	0	OTHER TAXES PAYABLE				325	0	23	
24	N	USED CARS	0	240	INCOME TAXES PAYABLE				327	0	24	
25	T	USED TRUCKS	0	241	EMPLOYEE'S INCENTIVES/BONUSES PAYABLE				328	0	25	
26	A	O PARTS AND ACCESSORIES	242	0	OWNER'S BONUSES PAYABLE				329	0	26	
27	R	TIRES	243	0	RETIREMENT BENEFITS PAYABLE				330	0	27	
28	S	I GAS, OIL AND GREASE	244	0	OTHER PAYABLES				331	0	28	
29	E	PAINT AND BODY SHOP MATERIALS	245	0	TOTAL CURRENT LIABILITIES					0	29	
30	S	S SUBLET REPAIRS	246	0	RESERVES AND DEFERRALS				332	0	30	
31	E	WORK IN PROCESS-LABOR	247	0	LONG TERM DEBT				334	0	31	
32	E	OTHER	252	0	DEFERRED TAXES				333	0	32	
33	S	MISC. ASSETS RECEIVED IN TRADE	258	0	TOTAL				Ln 31 to 36	0	33	
34	T	LIFO RESERVE	FROM PG 7	0	MORTGAGES PAYABLE-REAL ESTATE				335	0	34	
35	TOTAL INVENTORIES			0							35	
36	S	O PREPAID EXPENSES: TAXES	270	0							36	
37	T	INSURANCE	271	0							37	
38	H	OTHER	274	0							38	
39	TOTAL CURRENT ASSETS			0							39	
40	W	A * DRIVER TRAINING VEHICLES	0	275							40	
41	K	S * LEASE & RENTAL UNITS	0	277							41	
42	G	T * L & R ACCUMULATED DEP.	0								42	
43	TOTAL CURRENT AND WORKING ASSETS			0							43	
44	FIXED ASSETS										44	
45	ACCOUNT			COST	ACCUM DEP							45
46	A	LAND	0	280					CORPORATION TYPE:		46	
47	U	BLDGS & IMP.	0	281/351					'Data unavailable'		47	
48	T	LEASE HOLDS	0	288/356							48	
49	O	IT- HARDWARE	0	287/357							49	
50	L	IT - SOFTWARE	0	288/358							50	
51	B	M&S EQUIP	0	282/362							51	
52	U	P&A EQUIP	0	283/363							52	
53	S	FURN & FIXTRS	0	284/364							53	
54	E	CO. VEHICLES	0	285/365							54	
55	R	OTHER	0	289/369							55	
56	TOTALS (45..52)			0	0							56
57	*MEMO: CO VEHICLES - CARS			-	TRUCKS							57
58	O	A LIFE INSURANCE-CASH VALUE	291	0							58	
59	T	S NOTES & ACCTNT RECEIVABLE-OFFICERS	293	0							59	
60	H	S NOTES & ACCOUNTS RECEIVABLE-OTHER	294	0							60	
61	E	E OTHER INVESTMENTS & MISC. ASSETS	296	0							61	
62	R	T									62	
63	S TOTAL OTHER ASSETS			0							63	
64	TOTAL ASSETS			0							64	
65				0							65	

LN	NO	TOTAL INCOME AND EXPENSE	TOTAL DEALERSHIP						VARIABLE OPERATIONS				FIXED OPERATIONS				LN
			MONTH	PER RLY VEH	% OF SALES	YEAR-TO-DATE	PER RLY VEH	% OF SALES	MONTH	PER RLY VEH	% OF SALES	YEAR-TO-DATE	MONTH	PER RLY VEH	% OF SALES	YEAR-TO-DATE	
1		NET SALES	0	0	0.00%	0	0	0.00%	0	0	0.00%	0	0	0	0.00%	0	1
2		GROSS PROFIT/INCOME	0	0	0.00%	0	0	0.00%	0	0	0.00%	0	0	0	0.00%	0	2
3	V S	EXPENSES	NO	% GRS	PVR	% GRS	PVR	% GRS	% GRS	% GRS	% GRS	% GRS	% GRS	% GRS	% GRS	% GRS	3
4	A E	VEH. SLSPLE COMPENSATION & OTHER	11	0	0.0%	0	0	0.0%	0	0	0%	0	0	0	0%	0	4
5	R L	DELIVERY EXPENSE	13	0	0.0%	0	0	0.0%	0	0	0%	0	0	0	0%	0	5
6	L N	POLICY WORK-VEHICLES	15	0	0.0%	0	0	0.0%	0	0	0%	0	0	0	0%	0	6
7	B G	TOTAL VARIABLE		0	0.0%	0	0	0.0%	0	0	0%	0	0	0	0%	0	7
8	P	SALARIES-OWNERS / EXECUTIVE MANAGERS	20	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	8
9	E	SALARIES-SUPERVISION	21	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	9
10	R	SALARIES-CLERICAL	22	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	10
11	S	OTHER SALARIES AND WAGES	23	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	11
12	O	ABSENTEE COMPENSATION	24	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	12
13	N	INCENTIVES-SUPERVISION	26	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	13
14	N	TAXES-PAYROLL	25	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	14
15	E	EMPLOYEE BENEFITS	27	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	15
16	L	RETIREMENT BENEFITS	29	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	16
17	F	TOTAL PERSONNEL		0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	17
18		COMPANY VEHICLE EXPENSE	51	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	18
19	I	OFFICE SUPPLIES AND EXPENSES	60	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	19
20		OTHER SUPPLIES	61	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	20
21	X S	E-COMMERCE ADVERTISING/FEES	63	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	21
22	E	ADVERTISING	65	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	22
23	M	ADVERTISING REIMBURSEMENTS	64	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	23
24	I	CONTRIBUTIONS	66	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	24
25	D	POLICY WORK-PARTS AND SERVICE	67	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	25
26		INFORMATION TECHNOLOGY SERVICES	68	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	26
27	F	OUTSIDE SERVICES (OTHER)	69	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	27
28	I	TRAVEL AND ENTERTAINMENT	70	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	28
29	X	MEMBERSHIP DUES AND PUBLICATIONS	71	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	29
30	E	LEGAL AND AUDITING EXPENSE	72	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	30
31	V D	TELEPHONE	74	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	31
32		TRAINING EXPENSE	75	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	32
33	E	INTEREST-FLOORPLAN	76	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	33
34		INTEREST-FLOORPLAN CREDIT	78	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	34
35	R	INTEREST-NOTES PAYABLE (OTHER)	79	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	35
36		INSURANCE - INVENTORY	56	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	36
37	H	BAD DEBT EXPENSE	57	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	37
38		FREIGHT	33	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	38
39	E	MISCELLANEOUS EXPENSE	77	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	39
40		TOTAL SEMI-FIXED		0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	40
41	A	RENT	80	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	41
42		AMORTIZATION-LEASEHOLDS	81	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	42
43	D	REPAIRS-REAL ESTATE	82	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	43
44		DEPRECIATION BLDGS. & IMPROVEMENTS	83	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	44
45	F	TAXES-REAL ESTATE	84	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	45
46	I	INSURANCE BLDGS. & IMPROVEMENTS	85	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	46
47	X	INTEREST - MORTGAGES	86	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	47
48	E	UTILITIES	87	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	48
49	D	SUB-TOTAL RENT & RNT EQUIVALENT		0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	49
50		INSURANCE OTHER	88	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	50
51		TAXES-OTHER	89	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	51
52		REPAIRS-EQUIPMENT	90	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	52
53		DEPRECIATION-EQUIPMENT	91	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	53
54		EQUIPMENT RENTAL	92	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	54
55		TOTAL FIXED		0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	55
56		TOTAL FIXED OVERHEAD		0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	56
57		TOTAL EXPENSES - (INCL. PRG OF G&A)		0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	57
58	T	OPERATING PROFIT OR LOSS		0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	58
59	O	NET ADDITIONS & DEDUCTIONS		0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	59
60	T	NET PROFIT OR LOSS BEFORE BONUS & INC. TAX		0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	60
61	A	BONUSES-EMPLOYEES	97	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	61
62		BONUSES-OWNERS	98	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	62
63	L	NET PROFIT OR LOSS BEFORE INCOME TAXES		0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	63
64		INCOME TAXES	99	0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	64
65		NET PROFIT OR LOSS AFTER INCOME TAXES		0	0.0%	0.00%	0	0.0%	0.00%	0	0%	0	0%	0	0%	0	65

BALCO -

VARIABLE OPERATIONS - DEPARTMENT PROFITABILITY													LN
LN		NEW VEHICLE (01)			USED VEHICLE (02)			LEASE AND RNTL (03)			FIN, INS & PROT. PLANS INCOME (04)		LN
NO		MONTH	YEAR-TO-DATE		MONTH	YEAR-TO-DATE		MONTH	YEAR-TO-DATE		MONTH	YEAR-TO-DATE	NO
1	NET SALES	0	% Sla	0 % Sla	0	% Sla	0 % Sla	0	% Sla	0 % Sla	0		1
2	GROSS PROFIT/INCOME	0	0%	0 0%	0	0%	0 0%	0	0%	0 0%	0		2
3	EXPENSES		% Gns	% Gns	% Gns	% Gns		% Gns	% Gns		NEW - SLSPEOPLE COMP PNVR		3
4	VEH. SLSPLR COMPENSATION & OTHER	11	0	0%	0 0%	0	0%	0	0%	0 0%	0		4
5	DELIVERY EXPENSE	13	0	0%	0 0%	0	0%	0	0%	0 0%	0		5
6	POLICY WORK-VEHICLES	15	0	0%	0 0%	0	0%	0	0%	0 0%	0		6
7	TOTAL VARIABLE		0	0%	0 0%	0	0%	0	0%	0 0%	USED - VEH. POLICY PNVR		7
8	SALARIES-OWNERS / EXECUTIVE MANAGERS	20	0	0%	0 0%	0	0%	0	0%	0 0%	0		8
9	SALARIES-SUPERVISION	21	0	0%	0 0%	0	0%	0	0%	0 0%			9
10	SALARIES-CLERICAL	22	0	0%	0 0%	0	0%	0	0%	0 0%			10
11	OTHER SALARIES AND WAGES	23	0	0%	0 0%	0	0%	0	0%	0 0%			11
12	ABSENTEE COMPENSATION	24	0	0%	0 0%	0	0%	0	0%	0 0%			12
13	INCENTIVES-SUPERVISION	25	0	0%	0 0%	0	0%	0	0%	0 0%			13
14	TAXES-PAYROLL	26	0	0%	0 0%	0	0%	0	0%	0 0%			14
15	EMPLOYEE BENEFITS	27	0	0%	0 0%	0	0%	0	0%	0 0%			15
16	RETIREMENT BENEFITS	29	0	0%	0 0%	0	0%	0	0%	0 0%			16
17	TOTAL PERSONNEL		0	0%	0 0%	0	0%	0	0%	0 0%			17
18	COMPANY VEHICLE EXPENSE	51	0	0%	0 0%	0	0%	0	0%	0 0%			18
19	OFFICE SUPPLIES AND EXPENSES	60	0	0%	0 0%	0	0%	0	0%	0 0%			19
20	OTHER SUPPLIES	61	0	0%	0 0%	0	0%	0	0%	0 0%			20
21	E-COMMERCE ADVERTISING/FEES	63	0	0%	0 0%	0	0%	0	0%	0 0%			21
22	ADVERTISING	65	0	0%	0 0%	0	0%	0	0%	0 0%	NEW - NET TR ADVERTISING PNVR		22
23	ADVERTISING REIMBURSEMENTS	64	0	0%	0 0%	0	0%	0	0%	0 0%	0		23
24	CONTRIBUTIONS	66	0	0%	0 0%	0	0%	0	0%	0 0%			24
25	POLICY WORK-PARTS AND SERVICE	67											25
26	INFORMATION TECHNOLOGY SERVICES	68	0	0%	0 0%	0	0%	0	0%	0 0%			26
27	OUTSIDE SERVICES (OTHER)	69	0	0%	0 0%	0	0%	0	0%	0 0%			27
28	TRAVEL AND ENTERTAINMENT	70	0	0%	0 0%	0	0%	0	0%	0 0%			28
29	MEMBERSHIP DUES AND PUBLICATIONS	71	0	0%	0 0%	0	0%	0	0%	0 0%			29
30	LEGAL AND AUDITING EXPENSE	72	0	0%	0 0%	0	0%	0	0%	0 0%			30
31	TELEPHONE	74	0	0%	0 0%	0	0%	0	0%	0 0%			31
32	TRAINING EXPENSE	75	0	0%	0 0%	0	0%	0	0%	0 0%			32
33	INTEREST-FLOORPLAN	76	0	0%	0 0%	0	0%	0	0%	0 0%	NEW - NET INTEREST FLRPLN PNVR		33
34	INTEREST-FLOORPLAN CREDIT	78	0	0%	0 0%	0	0%	0	0%	0 0%	0		34
35	INTEREST-NOTES PAYABLE (OTHER)	79	0	0%	0 0%	0	0%	0	0%	0 0%			35
36	INSURANCE - INVENTORY	56	0	0%	0 0%	0	0%	0	0%	0 0%			36
37	BAD DEBT EXPENSE	57	0	0%	0 0%	0	0%	0	0%	0 0%			37
38	FREIGHT	33	0	0%	0 0%	0	0%	0	0%	0 0%			38
39	MISCELLANEOUS EXPENSE	77	0	0%	0 0%	0	0%	0	0%	0 0%			39
40	TOTAL SEMI-FIXED		0	0%	0 0%	0	0%	0	0%	0 0%			40
41	RENT	80	0	0%	0 0%	0	0%	0	0%	0 0%			41
42	AMORTIZATION-LEASEHOLDS	81	0	0%	0 0%	0	0%	0	0%	0 0%			42
43	REPAIRS-REAL ESTATE	82	0	0%	0 0%	0	0%	0	0%	0 0%			43
44	DEPRECIATION BLDGS & IMPROVEMENTS	83	0	0%	0 0%	0	0%	0	0%	0 0%			44
45	TAXES-REAL ESTATE	84	0	0%	0 0%	0	0%	0	0%	0 0%			45
46	INSURANCE BLDGS. & IMPROVEMENTS	85	0	0%	0 0%	0	0%	0	0%	0 0%			46
47	INTEREST - MORTGAGES	86	0	0%	0 0%	0	0%	0	0%	0 0%			47
48	UTILITIES	87	0	0%	0 0%	0	0%	0	0%	0 0%			48
49	SUB-TOTAL RENT & RNT EQUIVALENT		0	0%	0 0%	0	0%	0	0%	0 0%			49
50	INSURANCE OTHER	88	0	0%	0 0%	0	0%	0	0%	0 0%			50
51	TAXES-OTHER	89	0	0%	0 0%	0	0%	0	0%	0 0%			51
52	REPAIRS-EQUIPMENT	90	0	0%	0 0%	0	0%	0	0%	0 0%			52
53	DEPRECIATION-EQUIPMENT	91	0	0%	0 0%	0	0%	0	0%	0 0%			53
54	EQUIPMENT RENTAL	92	0	0%	0 0%	0	0%	0	0%	0 0%			54
55	TOTAL FIXED		0	0%	0 0%	0	0%	0	0%	0 0%			55
56	TOTAL FIXED OVERHEAD		0	0%	0 0%	0	0%	0	0%	0 0%			56
57	TOTAL EXPENSES		0	0%	0 0%	0	0%	0	0%	0 0%			57
58	DEPARTMENT PROFIT OR LOSS		0	0%	0 0%	0	0%	0	0%	0 0%			58
59	FI & PROT. PLAN INCOME TRANSFER		0	0%	0 0%	0	0%	0	0%	0 0%	0		59
60	PRORATION OF G&A		0	0%	0 0%	0	0%	0	0%	0 0%			60
61	DEPT PROFIT OR LOSS AFTER TRSF & PRORAT		0	0%	0 0%	0	0%	0	0%	0 0%			61
62	ADDITIONS TO INCOME		MONTH	Y-T-D	DEDUCTIONS FROM INCOME				MONTH	Y-T-D			62
63	BAD DEBTS RECOVERED	902	0	0	LIFO ADJUSTMENT		952	0	0			63	
64	CASH DISCOUNTS EARNED	903	0	0	CASH DISCOUNTS ALLOWED		953	0	0			64	
65	OTHER INCOME	905	0	0	OTHER DEDUCTIONS		955	0	0			65	
66	AMOUNT TO BALANCE		0	0									66
67					NET ADDITIONS AND DEDUCTIONS				0	0			67

LN		MECHANICAL (05)				BODY SHOP (06)				PARTS & ACCESSORIES (07)				GENERAL & ADMINISTRATIVE (09)				LN	
NO		MONTH		YEAR-TO-DATE		MONTH		YEAR-TO-DATE		MONTH		YEAR-TO-DATE		MONTH		YEAR-TO-DATE		NO	
1	NET SALES	0	% Sla	0	% Sla	0	% Sla	0	% Sla	0	% Sla	0	% Sla	0	% Sla	0	% Sla	1	
2	GROSS PROFIT/INCOME	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	2	
3	EXPENSES																	3	
4	VEH. SLSPLS COMPENSATION & OTHER	11																4	
5	DELIVERY EXPENSE	13																5	
6	POLICY WORK-VEHICLES	15																6	
7	TOTAL VARIABLE		% Grs	% Grs	% Grs	% Grs	% Grs	% Grs	% Grs	% Grs	% Grs	% Grs	% Grs	% TU	% TU	% TU	% TU	7	
8	SALARIES-OWNERS / EXECUTIVE MANAGERS	20	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	8
9	SALARIES-SUPERVISION	21	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	9
10	SALARIES-CLERICAL	22	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	10
11	OTHER SALARIES AND WAGES	23	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	11
12	ABSENTEE COMPENSATION	24	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	12
13	INCENTIVES-SUPERVISION	26	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	13
14	TAXES-PAYROLL	25	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	14
15	EMPLOYEE BENEFITS	27	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	15
16	RETIREMENT BENEFITS	29	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	16
17	TOTAL PERSONNEL		0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	17
18	COMPANY VEHICLE EXPENSE	51	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	18
19	OFFICE SUPPLIES AND EXPENSES	60	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	19
20	OTHER SUPPLIES	61	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	20
21	E-COMMERCE ADVERTISING/FEES	63	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	21
22	ADVERTISING	65	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	22
23	ADVERTISING REIMBURSEMENTS	64	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	23
24	CONTRIBUTIONS	66	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	24
25	POLICY WORK-PARTS AND SERVICE	67	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%					25
26	INFORMATION TECHNOLOGY SERVICES	68	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	26
27	OUTSIDE SERVICES (OTHER)	69	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	27
28	TRAVEL AND ENTERTAINMENT	70	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	28
29	MEMBERSHIP DUES AND PUBLICATIONS	71	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	29
30	LEGAL AND AUDITING EXPENSE	72	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	30
31	TELEPHONE	74	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	31
32	TRAINING EXPENSE	75	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	32
33	INTEREST-FLOORPLAN	76																	33
34	INTEREST-FLOORPLAN CREDIT	76																	34
35	INTEREST-NOTES PAYABLE (OTHER)	76	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	35
36	INSURANCE - INVENTORY	56																	36
37	BAD DEBT EXPENSE	57	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	37
38	FREIGHT	33	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	38
39	MISCELLANEOUS EXPENSE	77	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	39
40	TOTAL SEMI-FIXED		0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	40
41	RENT	80	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	41
42	AMORTIZATION-LEASEHOLDS	81	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	42
43	REPAIRS-REAL ESTATE	82	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	43
44	DEPRECIATION BLDGS. & IMPROVEMENTS	83	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	44
45	TAXES-REAL ESTATE	84	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	45
46	INSURANCE BLDGS. & IMPROVEMENTS	85	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	46
47	INTEREST - MORTGAGES	86	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	47
48	UTILITIES	87	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	48
49	SUB-TOTAL RENT & RMT EQUIVALENT		0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	49
50	INSURANCE-OTHER	88	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	50
51	TAXES-OTHER	89	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	51
52	REPAIRS-EQUIPMENT	90	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	52
53	DEPRECIATION-EQUIPMENT	91	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	53
54	EQUIPMENT RENTAL	92	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	54
55	TOTAL FIXED		0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	55
56	TOTAL FIXED OVERHEAD		0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	56
57	TOTAL EXPENSES		0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	57
58	DEPARTMENT PROFIT OR LOSS		0	0%	0	0%	0	0%	0	0%	0	0%	0	0%					58
59	CUSTOMER PARTS GROSS TRANSFER		0	0%	0	0%	0	0%	0	0%	0	0%	0	0%					59
60	PRORATION OF G&A		0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	60
61	DEPT PROFIT OR LOSS AFTER TRSF & PRORAT		0	0%	0	0%	0	0%	0	0%	0	0%	0	0%					61
62	SERVICE CUST POSTED LABOR RATES		CARS & LD TRKS	MD TRKS	OTHER POSTED LABOR RATES		SERVICE		BODY SHOP										62
63	CUSTOMER LABOR	46XA	0.00	0.00	WARRANTY	462/472	0.00	0.00											63
64	EXT. SERVICE CONTRACT LABOR	46XB	0.00	0.00	INTERNAL	463/473	0.00	0.00											64
65	QUICK-SERVICE / GOODWRENCH LAB	46XC	0.00	0.00	BODY SHOP - PAINT LABOR	470		0.00											65
66					BODY SHOP - BODY LABOR	471		0.00											66

NEW VEHICLE SALES AND GROSS PROFIT ANALYSIS

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LN NO.	CHEVROLET		MONTH				YEAR-TO-DATE				LN NO.
			UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	
1	0	400A	0	0	0	0	0	0	0	0	1
2	0	401A	0	0	0	0	0	0	0	0	2
3	0	402A	0	0	0	0	0	0	0	0	3
4	0	403A	0	0	0	0	0	0	0	0	4
5	0	404A	0	0	0	0	0	0	0	0	5
6	0	405A	0	0	0	0	0	0	0	0	6
7	N 0	406A	0	0	0	0	0	0	0	0	7
8	E 0	407A	0	0	0	0	0	0	0	0	8
9	W 0	408A	0	0	0	0	0	0	0	0	9
10	0	409A	0	0	0	0	0	0	0	0	10
11	C 0	410A	0	0	0	0	0	0	0	0	11
12	A 0	411A	0	0	0	0	0	0	0	0	12
13	R 0	412A	0	0	0	0	0	0	0	0	13
14	S 0	413A	0	0	0	0	0	0	0	0	14
15	0	414A	0	0	0	0	0	0	0	0	15
16	0	415A	0	0	0	0	0	0	0	0	16
17	0	416A	0	0	0	0	0	0	0	0	17
18	0	417A	0	0	0	0	0	0	0	0	18
19	0	418A	0	0	0	0	0	0	0	0	19
20	TOTAL NEW CARS RTL		0	0	0	0	0	0	0	0	20
21	MEMO* e-CAR SLS this		419A	0	0	0	0	0	0	0	21
22	TOTAL CAR FLEET this		420A	0	0	0	0	0	0	0	22
23	TOTAL CAR INTERNAL t		421A	0	0	0	0	0	0	0	23
24	TOTAL NEW CARS		0	0	0	0	0	0	0	0	24
25	0	423A	0	0	0	0	0	0	0	0	25
26	0	424A	0	0	0	0	0	0	0	0	26
27	0	425A	0	0	0	0	0	0	0	0	27
28	0	426A	0	0	0	0	0	0	0	0	28
29	N 0	427A	0	0	0	0	0	0	0	0	29
30	E 0	428A	0	0	0	0	0	0	0	0	30
31	W 0	429A	0	0	0	0	0	0	0	0	31
32	0	430A	0	0	0	0	0	0	0	0	32
33	T 0	431A	0	0	0	0	0	0	0	0	33
34	R 0	432A	0	0	0	0	0	0	0	0	34
35	U 0	433A	0	0	0	0	0	0	0	0	35
36	C 0	434A	0	0	0	0	0	0	0	0	36
37	K 0	435A	0	0	0	0	0	0	0	0	37
38	S 0	436A	0	0	0	0	0	0	0	0	38
39	0	437A	0	0	0	0	0	0	0	0	39
40	0	438A	0	0	0	0	0	0	0	0	40
41	TOTAL NEW TRKS RTL		0	0	0	0	0	0	0	0	41
42	MEMO* e-TRK SLS this		439A	0	0	0	0	0	0	0	42
43	TOTAL TRK FLEET this		440A	0	0	0	0	0	0	0	43
44	TOTAL TRK INTERNAL t		441A	0	0	0	0	0	0	0	44
45	TOTAL NEW TRUCKS		0	0	0	0	0	0	0	0	45
46			0	0	0	0	0	0	0	0	46
47	ACCESSORIES this pag		457A	0	0	0	0	0	0	0	47
48	TOTAL NEW VEHICLES		0	0	0	0	0	0	0	0	48
49			PNUS				PNUS				49

BAC 0 -

NEW VEHICLE SALES AND GROSS PROFIT ANALYSIS

PAGE 5b

LN NO.	PONTIAC	ACC.	MONTH				YEAR-TO-DATE				LN NO.
			UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	
1	0	400B	0	0	0	0	0	0	0	0	1
2	0	401B	0	0	0	0	0	0	0	0	2
3	0	402B	0	0	0	0	0	0	0	0	3
4	0	403B	0	0	0	0	0	0	0	0	4
5	0	404B	0	0	0	0	0	0	0	0	5
6	0	405B	0	0	0	0	0	0	0	0	6
7	N 0	406B	0	0	0	0	0	0	0	0	7
8	E 0	407B	0	0	0	0	0	0	0	0	8
9	W 0	408B	0	0	0	0	0	0	0	0	9
10	0	409B	0	0	0	0	0	0	0	0	10
11	C 0	410B	0	0	0	0	0	0	0	0	11
12	A 0	411B	0	0	0	0	0	0	0	0	12
13	R 0	412B	0	0	0	0	0	0	0	0	13
14	S 0	413B	0	0	0	0	0	0	0	0	14
15	0	414B	0	0	0	0	0	0	0	0	15
16	0	415B	0	0	0	0	0	0	0	0	16
17	0	416B	0	0	0	0	0	0	0	0	17
18	0	417B	0	0	0	0	0	0	0	0	18
19	0	418B	0	0	0	0	0	0	0	0	19
20	TOTAL NEW CARS RTL		0	0	0	0	0	0	0	0	20
21	MEMO* e-CAR SLS this		419B	0	0	0	0	0	0	0	21
22	TOTAL CAR FLEET this		420B	0	0	0	0	0	0	0	22
23	TOTA CAR INTERNAL th		421B	0	0	0	0	0	0	0	23
24	TOTAL NEW CARS		0	0	0	0	0	0	0	0	24
25	0	423B	0	0	0	0	0	0	0	0	25
26	0	424B	0	0	0	0	0	0	0	0	26
27	0	425B	0	0	0	0	0	0	0	0	27
28	0	426B	0	0	0	0	0	0	0	0	28
29	N 0	427B	0	0	0	0	0	0	0	0	29
30	E 0	428B	0	0	0	0	0	0	0	0	30
31	W 0	429B	0	0	0	0	0	0	0	0	31
32	0	430B	0	0	0	0	0	0	0	0	32
33	T 0	431B	0	0	0	0	0	0	0	0	33
34	R 0	432B	0	0	0	0	0	0	0	0	34
35	U 0	433B	0	0	0	0	0	0	0	0	35
36	C 0	434B	0	0	0	0	0	0	0	0	36
37	K 0	435B	0	0	0	0	0	0	0	0	37
38	S 0	436B	0	0	0	0	0	0	0	0	38
39	0	437B	0	0	0	0	0	0	0	0	39
40	0	438B	0	0	0	0	0	0	0	0	40
41	TOTAL NEW TRKS RTL		0	0	0	0	0	0	0	0	41
42	MEMO* e-TRK SLS this		439B	0	0	0	0	0	0	0	42
43	TOTAL TRK FLEET this		440B	0	0	0	0	0	0	0	43
44	TOTA TRK INTERNAL th		441B	0	0	0	0	0	0	0	44
45	TOTAL NEW TRUCKS		0	0	0	0	0	0	0	0	45
46											46
47	ACCESSORIES this pag		457B	0	0	0	0	0	0	0	47
48	TOTAL NEW VEHICLES		0	0	0	0	0	0	0	0	48
49						PNUS				PNUS	49

BAC 0-

NEW VEHICLE SALES AND GROSS PROFIT ANALYSIS

PAGE 5c

LN NO.	OLDSMOBILE		MONTH				YEAR-TO-DATE				LN NO.
			UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	
1	0	400C	0	0	0	0	0	0	0	0	1
2	0	401C	0	0	0	0	0	0	0	0	2
3	0	402C	0	0	0	0	0	0	0	0	3
4	0	403C	0	0	0	0	0	0	0	0	4
5	0	404C	0	0	0	0	0	0	0	0	5
6	0	405C	0	0	0	0	0	0	0	0	6
7	N 0	406C	0	0	0	0	0	0	0	0	7
8	E 0	407C	0	0	0	0	0	0	0	0	8
9	W 0	408C	0	0	0	0	0	0	0	0	9
10	0	409C	0	0	0	0	0	0	0	0	10
11	C 0	410C	0	0	0	0	0	0	0	0	11
12	A 0	411C	0	0	0	0	0	0	0	0	12
13	R 0	412C	0	0	0	0	0	0	0	0	13
14	S 0	413C	0	0	0	0	0	0	0	0	14
15	0	414C	0	0	0	0	0	0	0	0	15
16	0	415C	0	0	0	0	0	0	0	0	16
17	0	416C	0	0	0	0	0	0	0	0	17
18	0	417C	0	0	0	0	0	0	0	0	18
19	0	418C	0	0	0	0	0	0	0	0	19
20	TOTAL NEW CARS RTL		0	0	0	0	0	0	0	0	20
21	MEMO* e-CAR SLS this		419C	0	0	0	0	0	0	0	21
22	TOTAL CAR FLEET this		420C	0	0	0	0	0	0	0	22
23	TOTA CAR INTERNAL th		421C	0	0	0	0	0	0	0	23
24	TOTAL NEW CARS		0	0	0	0	0	0	0	0	24
25	0	423C	0	0	0	0	0	0	0	0	25
26	0	424C	0	0	0	0	0	0	0	0	26
27	0	425C	0	0	0	0	0	0	0	0	27
28	0	426C	0	0	0	0	0	0	0	0	28
29	N 0	427C	0	0	0	0	0	0	0	0	29
30	E 0	428C	0	0	0	0	0	0	0	0	30
31	W 0	429C	0	0	0	0	0	0	0	0	31
32	0	430C	0	0	0	0	0	0	0	0	32
33	T 0	431C	0	0	0	0	0	0	0	0	33
34	R 0	432C	0	0	0	0	0	0	0	0	34
35	U 0	433C	0	0	0	0	0	0	0	0	35
36	C 0	434C	0	0	0	0	0	0	0	0	36
37	K 0	435C	0	0	0	0	0	0	0	0	37
38	S 0	436C	0	0	0	0	0	0	0	0	38
39	0	437C	0	0	0	0	0	0	0	0	39
40	0	438C	0	0	0	0	0	0	0	0	40
41	TOTAL NEW TRKS RTL		0	0	0	0	0	0	0	0	41
42	MEMO* e-TRK SLS this		439C	0	0	0	0	0	0	0	42
43	TOTAL TRK FLEET this		440C	0	0	0	0	0	0	0	43
44	TOTA TRK INTERNAL th		441C	0	0	0	0	0	0	0	44
45	TOTAL NEW TRUCKS		0	0	0	0	0	0	0	0	45
46											46
47	ACCESSORIES this pag		457C	0	0	0	0	0	0	0	47
48	TOTAL NEW VEHICLES		0	0	0	0	0	0	0	0	48
49						PNUS				PNUS	49

BAC 0 -

NEW VEHICLE SALES AND GROSS PROFIT ANALYSIS

PAGE 5d

LN NO.	BUICK	ACC.	MONTH				YEAR-TO-DATE				LN NO.
			UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	
1	0	400D	0	0	0	0	0	0	0	0	1
2	0	401D	0	0	0	0	0	0	0	0	2
3	0	402D	0	0	0	0	0	0	0	0	3
4	0	403D	0	0	0	0	0	0	0	0	4
5	0	404D	0	0	0	0	0	0	0	0	5
6	0	405D	0	0	0	0	0	0	0	0	6
7	N 0	406D	0	0	0	0	0	0	0	0	7
8	E 0	407D	0	0	0	0	0	0	0	0	8
9	W 0	408D	0	0	0	0	0	0	0	0	9
10	0	409D	0	0	0	0	0	0	0	0	10
11	C 0	410D	0	0	0	0	0	0	0	0	11
12	A 0	411D	0	0	0	0	0	0	0	0	12
13	R 0	412D	0	0	0	0	0	0	0	0	13
14	S 0	413D	0	0	0	0	0	0	0	0	14
15	0	414D	0	0	0	0	0	0	0	0	15
16	0	415D	0	0	0	0	0	0	0	0	16
17	0	416D	0	0	0	0	0	0	0	0	17
18	0	417D	0	0	0	0	0	0	0	0	18
19	0	418D	0	0	0	0	0	0	0	0	19
20	TOTAL NEW CARS RTL		0	0	0	0	0	0	0	0	20
21	MEMO* e-CAR SLS this		419D	0	0	0	0	0	0	0	21
22	TOTAL CAR FLEET this		420D	0	0	0	0	0	0	0	22
23	TOTAL CAR INTERNAL th		421D	0	0	0	0	0	0	0	23
24	TOTAL NEW CARS		0	0	0	0	0	0	0	0	24
25	0	423D	0	0	0	0	0	0	0	0	25
26	0	424D	0	0	0	0	0	0	0	0	26
27	0	425D	0	0	0	0	0	0	0	0	27
28	0	426D	0	0	0	0	0	0	0	0	28
29	N 0	427D	0	0	0	0	0	0	0	0	29
30	E 0	428D	0	0	0	0	0	0	0	0	30
31	W 0	429D	0	0	0	0	0	0	0	0	31
32	0	430D	0	0	0	0	0	0	0	0	32
33	T 0	431D	0	0	0	0	0	0	0	0	33
34	R 0	432D	0	0	0	0	0	0	0	0	34
35	U 0	433D	0	0	0	0	0	0	0	0	35
36	C 0	434D	0	0	0	0	0	0	0	0	36
37	K 0	435D	0	0	0	0	0	0	0	0	37
38	S 0	436D	0	0	0	0	0	0	0	0	38
39	0	437D	0	0	0	0	0	0	0	0	39
40	0	438D	0	0	0	0	0	0	0	0	40
41	TOTAL NEW TRKS RTL		0	0	0	0	0	0	0	0	41
42	MEMO* e-TRK SLS this		439D	0	0	0	0	0	0	0	42
43	TOTAL TRK FLEET this		440D	0	0	0	0	0	0	0	43
44	TOTAL TRK INTERNAL th		441D	0	0	0	0	0	0	0	44
45	TOTAL NEW TRUCKS		BLANK	0	0	0	0	0	0	0	45
46											46
47	ACCESSORIES this pag		457D	0	0	0	0	0	0	0	47
48	TOTAL NEW VEHICLES		0	0	0	0	0	0	0	0	48
49						PNUS				PNUS	49

BAC 0 -

NEW VEHICLE SALES AND GROSS PROFIT ANALYSIS

PAGE 5e

LN NO.	CADILLAC	ACC.	MONTH				YEAR-TO-DATE				LN NO.
			UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	
1	0	400E	0	0	0	0	0	0	0	0	1
2	0	401E	0	0	0	0	0	0	0	0	2
3	0	402E	0	0	0	0	0	0	0	0	3
4	0	403E	0	0	0	0	0	0	0	0	4
5	0	404E	0	0	0	0	0	0	0	0	5
6	0	405E	0	0	0	0	0	0	0	0	6
7	N 0	406E	0	0	0	0	0	0	0	0	7
8	E 0	407E	0	0	0	0	0	0	0	0	8
9	W 0	408E	0	0	0	0	0	0	0	0	9
10	0	409E	0	0	0	0	0	0	0	0	10
11	C 0	410E	0	0	0	0	0	0	0	0	11
12	A 0	411E	0	0	0	0	0	0	0	0	12
13	R 0	412E	0	0	0	0	0	0	0	0	13
14	S 0	413E	0	0	0	0	0	0	0	0	14
15	0	414E	0	0	0	0	0	0	0	0	15
16	0	415E	0	0	0	0	0	0	0	0	16
17	0	416E	0	0	0	0	0	0	0	0	17
18	0	417E	0	0	0	0	0	0	0	0	18
19	0	418E	0	0	0	0	0	0	0	0	19
20	TOTAL NEW CARS RTL		0	0	0	0	0	0	0	0	20
21	MEMO* e-CAR SLS this		419E	0	0	0	0	0	0	0	21
22	TOTAL CAR FLEET this		420E	0	0	0	0	0	0	0	22
23	TOTA CAR INTERNAL th		421E	0	0	0	0	0	0	0	23
24	TOTAL NEW CARS 5E TRUCK		0	0	0	0	0	0	0	0	24
25	0	423E	0	0	0	0	0	0	0	0	25
26	0	424E	0	0	0	0	0	0	0	0	26
27	0	425E	0	0	0	0	0	0	0	0	27
28	0	426E	0	0	0	0	0	0	0	0	28
29	N 0	427E	0	0	0	0	0	0	0	0	29
30	E 0	428E	0	0	0	0	0	0	0	0	30
31	W 0	429E	0	0	0	0	0	0	0	0	31
32	0	430E	0	0	0	0	0	0	0	0	32
33	T 0	431E	0	0	0	0	0	0	0	0	33
34	R 0	432E	0	0	0	0	0	0	0	0	34
35	U 0	433E	0	0	0	0	0	0	0	0	35
36	C 0	434E	0	0	0	0	0	0	0	0	36
37	K 0	435E	0	0	0	0	0	0	0	0	37
38	S 0	436E	0	0	0	0	0	0	0	0	38
39	0	437E	0	0	0	0	0	0	0	0	39
40	0	438E	0	0	0	0	0	0	0	0	40
41	TOTAL NEW TRKS RTL		0	0	0	0	0	0	0	0	41
42	MEMO* e-TRK SLS this		439E	0	0	0	0	0	0	0	42
43	TOTAL TRK FLEET this		440E	0	0	0	0	0	0	0	43
44	TOTA TRK INTERNAL th		441E	0	0	0	0	0	0	0	44
45	TOTAL NEW TRUCKS		0	0	0	0	0	0	0	0	45
46											46
47	ACCESSORIES this pag		457E	0	0	0	0	0	0	0	47
48	TOTAL NEW VEHICLES		0	0	0	0	0	0	0	0	48
49						PNUS				PNUS	49

BAC 0 -

NEW VEHICLE SALES AND GROSS PROFIT ANALYSIS

PAGE 5f

LN NO.	GMCTRK	ACC.	MONTH				YEAR-TO-DATE				LN NO.
			UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	
1	0	400F	0	0	0	0	0	0	0	0	1
2	0	401F	0	0	0	0	0	0	0	0	2
3	0	402F	0	0	0	0	0	0	0	0	3
4	0	403F	0	0	0	0	0	0	0	0	4
5	0	404F	0	0	0	0	0	0	0	0	5
6	0	405F	0	0	0	0	0	0	0	0	6
7	N 0	406F	0	0	0	0	0	0	0	0	7
8	E 0	407F	0	0	0	0	0	0	0	0	8
9	W 0	408F	0	0	0	0	0	0	0	0	9
10	0	409F	0	0	0	0	0	0	0	0	10
11	C 0	410F	0	0	0	0	0	0	0	0	11
12	A 0	411F	0	0	0	0	0	0	0	0	12
13	R 0	412F	0	0	0	0	0	0	0	0	13
14	S 0	413F	0	0	0	0	0	0	0	0	14
15	0	414F	0	0	0	0	0	0	0	0	15
16	0	415F	0	0	0	0	0	0	0	0	16
17	0	416F	0	0	0	0	0	0	0	0	17
18	0	417F	0	0	0	0	0	0	0	0	18
19	0	418F	0	0	0	0	0	0	0	0	19
20	TOTAL NEW CARS RTL		0	0	0	0	0	0	0	0	20
21	MEMO* e-CAR SLS this		419F	0	0	0	0	0	0	0	21
22	TOTAL CAR FLEET this		420F	0	0	0	0	0	0	0	22
23	TOTA CAR INTERNAL th		421F	0	0	0	0	0	0	0	23
24	TOTAL NEW CARS 5F TRUCK		0	0	0	0	0	0	0	0	24
25	0	423F	0	0	0	0	0	0	0	0	25
26	0	424F	0	0	0	0	0	0	0	0	26
27	0	425F	0	0	0	0	0	0	0	0	27
28	0	426F	0	0	0	0	0	0	0	0	28
29	N 0	427F	0	0	0	0	0	0	0	0	29
30	E 0	428F	0	0	0	0	0	0	0	0	30
31	W 0	429F	0	0	0	0	0	0	0	0	31
32	0	430F	0	0	0	0	0	0	0	0	32
33	T 0	431F	0	0	0	0	0	0	0	0	33
34	R 0	432F	0	0	0	0	0	0	0	0	34
35	U 0	433F	0	0	0	0	0	0	0	0	35
36	C 0	434F	0	0	0	0	0	0	0	0	36
37	K 0	435F	0	0	0	0	0	0	0	0	37
38	S 0	436F	0	0	0	0	0	0	0	0	38
39	0	437F	0	0	0	0	0	0	0	0	39
40	0	438F	0	0	0	0	0	0	0	0	40
41	TOTAL NEW TRKS RTL		0	0	0	0	0	0	0	0	41
42	MEMO* e-TRK SLS this		439F	0	0	0	0	0	0	0	42
43	TOTAL TRK FLEET this		440F	0	0	0	0	0	0	0	43
44	TOTA TRK INTERNAL th		441F	0	0	0	0	0	0	0	44
45	TOTAL NEW TRUCKS		0	0	0	0	0	0	0	0	45
46											46
47	ACCESSORIES this pag		457F	0	0	0	0	0	0	0	47
48	TOTAL NEW VEHICLES		0	0	0	0	0	0	0	0	48
49						PNUS				PNUS	49

BAC 0 -

NEW VEHICLE SALES AND GROSS PROFIT ANALYSIS

PAGE 5g

LN	HUMMER		MONTH				YEAR-TO-DATE				LN	
NO.		ACC.	UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	NO.	
1		0	400G	0	0	0	0	0	0	0	1	
2		0	401G	0	0	0	0	0	0	0	2	
3		0	402G	0	0	0	0	0	0	0	3	
4		0	403G	0	0	0	0	0	0	0	4	
5		0	404G	0	0	0	0	0	0	0	5	
6		0	405G	0	0	0	0	0	0	0	6	
7	N	0	406G	0	0	0	0	0	0	0	7	
8	E	0	407G	0	0	0	0	0	0	0	8	
9	W	0	408G	0	0	0	0	0	0	0	9	
10		0	409G	0	0	0	0	0	0	0	10	
11	C	0	410G	0	0	0	0	0	0	0	11	
12	A	0	411G	0	0	0	0	0	0	0	12	
13	R	0	412G	0	0	0	0	0	0	0	13	
14	S	0	413G	0	0	0	0	0	0	0	14	
15		0	414G	0	0	0	0	0	0	0	15	
16		0	415G	0	0	0	0	0	0	0	16	
17		0	416G	0	0	0	0	0	0	0	17	
18		0	417G	0	0	0	0	0	0	0	18	
19		0	418G	0	0	0	0	0	0	0	19	
20	TOTAL NEW CARS RTL		0	0	0	0	0	0	0	0	20	
21	MEMO* e-CAR SLS this		419G	0	0	0	0	0	0	0	21	
22	TOTAL CAR FLEET this		420G	0	0	0	0	0	0	0	22	
23	TOTA CAR INTERNAL th		421G	0	0	0	0	0	0	0	23	
24	TOTAL NEW CARS		0	0	0	0	0	0	0	0	24	
25		0	423G	0	0	0	0	0	0	0	25	
26		0	424G	0	0	0	0	0	0	0	26	
27		0	425G	0	0	0	0	0	0	0	27	
28		0	426G	0	0	0	0	0	0	0	28	
29	N	0	427G	0	0	0	0	0	0	0	29	
30	E	0	428G	0	0	0	0	0	0	0	30	
31	W	0	429G	0	0	0	0	0	0	0	31	
32		0	430G	0	0	0	0	0	0	0	32	
33	T	0	431G	0	0	0	0	0	0	0	33	
34	R	0	432G	0	0	0	0	0	0	0	34	
35	U	0	433G	0	0	0	0	0	0	0	35	
36	C	0	434G	0	0	0	0	0	0	0	36	
37	K	0	435G	0	0	0	0	0	0	0	37	
38	S	0	436G	0	0	0	0	0	0	0	38	
39		0	437G	0	0	0	0	0	0	0	39	
40		0	438G	0	0	0	0	0	0	0	40	
41	TOTAL NEW TRKS RTL		0	0	0	0	0	0	0	0	41	
42	MEMO* e-TRK SLS this		439G	0	0	0	0	0	0	0	42	
43	TOTAL TRK FLEET this		440G	0	0	0	0	0	0	0	43	
44	TOTA TRK INTERNAL th		441G	0	0	0	0	0	0	0	44	
45	TOTAL NEW TRUCKS		0	0	0	0	0	0	0	0	45	
46											46	
47	ACCESSORIES this pag		457G	0	0	0	0	0	0	0	47	
48	TOTAL NEW VEHICLES		0	0	0	0	0	0	0	0	48	
49						PNUS					PNUS	49

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NEW VEHICLE SALES AND GROSS PROFIT ANALYSIS

PAGE 5h

LN NO.	SATURN	ACC.	MONTH				YEAR-TO-DATE				LN NO.
			UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	
1	0	400H	0	0	0	0	0	0	0	0	1
2	0	401H	0	0	0	0	0	0	0	0	2
3	0	402H	0	0	0	0	0	0	0	0	3
4	0	403H	0	0	0	0	0	0	0	0	4
5	0	404H	0	0	0	0	0	0	0	0	5
6	0	405H	0	0	0	0	0	0	0	0	6
7	N 0	406H	0	0	0	0	0	0	0	0	7
8	E 0	407H	0	0	0	0	0	0	0	0	8
9	W 0	408H	0	0	0	0	0	0	0	0	9
10	0	409H	0	0	0	0	0	0	0	0	10
11	C 0	410H	0	0	0	0	0	0	0	0	11
12	A 0	411H	0	0	0	0	0	0	0	0	12
13	R 0	412H	0	0	0	0	0	0	0	0	13
14	S 0	413H	0	0	0	0	0	0	0	0	14
15	0	414H	0	0	0	0	0	0	0	0	15
16	0	415H	0	0	0	0	0	0	0	0	16
17	0	416H	0	0	0	0	0	0	0	0	17
18	0	417H	0	0	0	0	0	0	0	0	18
19	0	418H	0	0	0	0	0	0	0	0	19
20	TOTAL NEW CARS RTL		0	0	0	0	0	0	0	0	20
21	MEMO* e-CAR SLS this		419H	0	0	0	0	0	0	0	21
22	TOTAL CAR FLEET/MVF		420H	0	0	0	0	0	0	0	22
23	TOTA CAR INTERNAL th		421H	0	0	0	0	0	0	0	23
24	TOTAL NEW CARS		0	0	0	0	0	0	0	0	24
25	0	423H	0	0	0	0	0	0	0	0	25
26	0	424H	0	0	0	0	0	0	0	0	26
27	0	425H	0	0	0	0	0	0	0	0	27
28	0	426H	0	0	0	0	0	0	0	0	28
29	N 0	427H	0	0	0	0	0	0	0	0	29
30	E 0	428H	0	0	0	0	0	0	0	0	30
31	W 0	429H	0	0	0	0	0	0	0	0	31
32	0	430H	0	0	0	0	0	0	0	0	32
33	T 0	431H	0	0	0	0	0	0	0	0	33
34	R 0	432H	0	0	0	0	0	0	0	0	34
35	U 0	433H	0	0	0	0	0	0	0	0	35
36	C 0	434H	0	0	0	0	0	0	0	0	36
37	K 0	435H	0	0	0	0	0	0	0	0	37
38	S 0	436H	0	0	0	0	0	0	0	0	38
39	0	437H	0	0	0	0	0	0	0	0	39
40	0	438H	0	0	0	0	0	0	0	0	40
41	TOTAL NEW TRKS RTL		0	0	0	0	0	0	0	0	41
42	MEMO* e-TRK SLS this		439H	0	0	0	0	0	0	0	42
43	TOTAL TRK FLEET/MVF		440H	0	0	0	0	0	0	0	43
44	TOTA TRK INTERNAL th		441H	0	0	0	0	0	0	0	44
45	TOTAL NEW TRUCKS		0	0	0	0	0	0	0	0	45
46		445H									46
47	ACCESSORIES this pag		457H	0	0	0	0	0	0	0	47
48	TOTAL NEW VEHICLES		0	0	0	0	0	0	0	0	48
49			PNUS				PNUS				49

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NEW VEHICLE SALES AND GROSS PROFIT ANALYSIS

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LN NO.	SAAB	ACC.	MONTH				YEAR-TO-DATE				LN NO.
			UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	
1	0	400I	0	0	0	0	0	0	0	0	1
2	0	401I	0	0	0	0	0	0	0	0	2
3	0	402I	0	0	0	0	0	0	0	0	3
4	0	403I	0	0	0	0	0	0	0	0	4
5	0	404I	0	0	0	0	0	0	0	0	5
6	0	405I	0	0	0	0	0	0	0	0	6
7	N 0	406I	0	0	0	0	0	0	0	0	7
8	E 0	407I	0	0	0	0	0	0	0	0	8
9	W 0	408I	0	0	0	0	0	0	0	0	9
10	0	409I	0	0	0	0	0	0	0	0	10
11	C 0	410I	0	0	0	0	0	0	0	0	11
12	A 0	411I	0	0	0	0	0	0	0	0	12
13	R 0	412I	0	0	0	0	0	0	0	0	13
14	S 0	413I	0	0	0	0	0	0	0	0	14
15	0	414I	0	0	0	0	0	0	0	0	15
16	0	415I	0	0	0	0	0	0	0	0	16
17	0	416I	0	0	0	0	0	0	0	0	17
18	0	417I	0	0	0	0	0	0	0	0	18
19	0	418I	0	0	0	0	0	0	0	0	19
20	TOTAL NEW CARS RTL		0	0	0	0	0	0	0	0	20
21	MEMO* e-CAR SLS this		419I	0	0	0	0	0	0	0	21
22	TOTAL CAR FLEET this		420I	0	0	0	0	0	0	0	22
23	TOTA CAR INTERNAL th		421I	0	0	0	0	0	0	0	23
24	TOTAL NEW CARS		0	0	0	0	0	0	0	0	24
25	0	423I	0	0	0	0	0	0	0	0	25
26	0	424I	0	0	0	0	0	0	0	0	26
27	0	425I	0	0	0	0	0	0	0	0	27
28	0	426I	0	0	0	0	0	0	0	0	28
29	N 0	427I	0	0	0	0	0	0	0	0	29
30	E 0	428I	0	0	0	0	0	0	0	0	30
31	W 0	429I	0	0	0	0	0	0	0	0	31
32	0	430I	0	0	0	0	0	0	0	0	32
33	T 0	431I	0	0	0	0	0	0	0	0	33
34	R 0	432I	0	0	0	0	0	0	0	0	34
35	U 0	433I	0	0	0	0	0	0	0	0	35
36	C 0	434I	0	0	0	0	0	0	0	0	36
37	K 0	435I	0	0	0	0	0	0	0	0	37
38	S 0	436I	0	0	0	0	0	0	0	0	38
39	0	437I	0	0	0	0	0	0	0	0	39
40	0	438I	0	0	0	0	0	0	0	0	40
41	TOTAL NEW TRKS RTL		0	0	0	0	0	0	0	0	41
42	MEMO* e-TRK SLS this		439I	0	0	0	0	0	0	0	42
43	TOTAL TRK FLEET this		440I	0	0	0	0	0	0	0	43
44	TOTA TRK INTERNAL th		441I	0	0	0	0	0	0	0	44
45	TOTAL NEW TRUCKS		0	0	0	0	0	0	0	0	45
46			445I								46
47	ACCESSORIES this pag		457I	0	0	0	0	0	0	0	47
48	TOTAL NEW VEHICLES		0	0	0	0	0	0	0	0	48
49			PNUS				PNUS				49

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NEW VEHICLE SALES AND GROSS PROFIT ANALYSIS

PAGE 5j

LN NO.	OTH NON-GM	ACC.	MONTH				YEAR-TO-DATE				LN NO.
			UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	
1	0	400J	0	0	0	0	0	0	0	0	1
2	0	401J	0	0	0	0	0	0	0	0	2
3	0	402J	0	0	0	0	0	0	0	0	3
4	0	403J	0	0	0	0	0	0	0	0	4
5	0	404J	0	0	0	0	0	0	0	0	5
6	0	405J	0	0	0	0	0	0	0	0	6
7	N 0	406J	0	0	0	0	0	0	0	0	7
8	E 0	407J	0	0	0	0	0	0	0	0	8
9	W 0	408J	0	0	0	0	0	0	0	0	9
10	0	409J	0	0	0	0	0	0	0	0	10
11	C 0	410J	0	0	0	0	0	0	0	0	11
12	A 0	411J	0	0	0	0	0	0	0	0	12
13	R 0	412J	0	0	0	0	0	0	0	0	13
14	S 0	413J	0	0	0	0	0	0	0	0	14
15	0	414J	0	0	0	0	0	0	0	0	15
16	0	415J	0	0	0	0	0	0	0	0	16
17	0	416J	0	0	0	0	0	0	0	0	17
18	0	417J	0	0	0	0	0	0	0	0	18
19	0	418J	0	0	0	0	0	0	0	0	19
20	TOTAL NEW CARS RTL		0	0	0	0	0	0	0	0	20
21	MEMO* e-CAR SLS this		419J	0	0	0	0	0	0	0	21
22	TOTAL CAR FLEET this		420J	0	0	0	0	0	0	0	22
23	TOTAL CAR INTERNAL t		421J	0	0	0	0	0	0	0	23
24	TOTAL NEW CARS		0	0	0	0	0	0	0	0	24
25	0	423J	0	0	0	0	0	0	0	0	25
26	0	424J	0	0	0	0	0	0	0	0	26
27	0	425J	0	0	0	0	0	0	0	0	27
28	0	426J	0	0	0	0	0	0	0	0	28
29	N 0	427J	0	0	0	0	0	0	0	0	29
30	E 0	428J	0	0	0	0	0	0	0	0	30
31	W 0	429J	0	0	0	0	0	0	0	0	31
32	0	430J	0	0	0	0	0	0	0	0	32
33	T 0	431J	0	0	0	0	0	0	0	0	33
34	R 0	432J	0	0	0	0	0	0	0	0	34
35	U 0	433J	0	0	0	0	0	0	0	0	35
36	C 0	434J	0	0	0	0	0	0	0	0	36
37	K 0	435J	0	0	0	0	0	0	0	0	37
38	S 0	436J	0	0	0	0	0	0	0	0	38
39	0	437J	0	0	0	0	0	0	0	0	39
40	0	438J	0	0	0	0	0	0	0	0	40
41	TOTAL NEW TRKS RTL		0	0	0	0	0	0	0	0	41
42	MEMO* e-TRK SLS this		439J	0	0	0	0	0	0	0	42
43	TOTAL TRK FLEET this		440J	0	0	0	0	0	0	0	43
44	TOTAL TRK INTERNAL t		441J	0	0	0	0	0	0	0	44
45	TOTAL NEW TRUCKS		0	0	0	0	0	0	0	0	45
46	NEW OTHER AUTOMO		445J	0	0	0	0	0	0	0	46
47	ACCESSORIES this pag		457J	0	0	0	0	0	0	0	47
48	TOTAL NEW VEHICLES		0	0	0	0	0	0	0	0	48
49			PNUS				PNUS				49

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SALES AND GROSS PROFIT ANALYSIS

PAGE 5k

LN NO.	(MEMO) FLEET & COMMERCIAL	ACC.	MONTH				YEAR-TO-DATE				LN NO.
			UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	
1	D	400K	0	0	0	0	0	0	0	0	1
2	C D	401K	0	0	0	0	0	0	0	0	2
3	O D	402K	0	0	0	0	0	0	0	0	3
4	M D	403K	0	0	0	0	0	0	0	0	4
5	M D	404K	0	0	0	0	0	0	0	0	5
6	E D	405K	0	0	0	0	0	0	0	0	6
7	R D	406K	0	0	0	0	0	0	0	0	7
8	C D	407K	0	0	0	0	0	0	0	0	8
9	I D	408K	0	0	0	0	0	0	0	0	9
10	A D	409K	0	0	0	0	0	0	0	0	10
11	L D	410K	0	0	0	0	0	0	0	0	11
12	D	411K	0	0	0	0	0	0	0	0	12
13	TOTAL CARS NON-FLEET		0	0	0	0	0	0	0	0	13
14	F D	412K	0	0	0	0	0	0	0	0	14
15	L D	413K	0	0	0	0	0	0	0	0	15
16	T D	414K	0	0	0	0	0	0	0	0	16
17	TOTAL CARS FLEET/NON-FLEET		0	0	0	0	0	0	0	0	17
18	D	415K	0	0	0	0	0	0	0	0	18
19	D	416K	0	0	0	0	0	0	0	0	19
20	D	417K	0	0	0	0	0	0	0	0	20
21	C D	418K	0	0	0	0	0	0	0	0	21
23	O D	419K	0	0	0	0	0	0	0	0	22
25	M D	420K	0	0	0	0	0	0	0	0	23
26	M D	421K	0	0	0	0	0	0	0	0	24
25	E D	422K	0	0	0	0	0	0	0	0	25
26	R D	423K	0	0	0	0	0	0	0	0	26
27	C D	424K	0	0	0	0	0	0	0	0	27
28	I D	425K	0	0	0	0	0	0	0	0	28
29	A D	426K	0	0	0	0	0	0	0	0	29
30	L D	427K	0	0	0	0	0	0	0	0	30
31	D	428K	0	0	0	0	0	0	0	0	31
32	D	429K	0	0	0	0	0	0	0	0	32
33	D	430K	0	0	0	0	0	0	0	0	33
34	D	431K	0	0	0	0	0	0	0	0	34
35	D	432K	0	0	0	0	0	0	0	0	35
36	TOTAL TRUCKS NON-FLEET		0	0	0	0	0	0	0	0	36
37	F D	433K	0	0	0	0	0	0	0	0	37
38	L D	434K	0	0	0	0	0	0	0	0	38
39	T D	435K	0	0	0	0	0	0	0	0	39
40	TOTAL TRUCKS FLEET/NON-FLEET		0	0	0	0	0	0	0	0	40
41	F&I AND PROT. PLNS		445K		0	0			0	0	41
42	ACCESSORIES		457K	0	0	0	0	0	0	0	42
43	FLEET & COMMERCIAL GROSS			0	0	0	0	0	0	0	43
44						% Gross				% Gross	44
45	VARIABLE EXP	637K			0	0.0%			0	0.0%	45
46	E PERSONNEL EXP	638K			0	0.0%			0	0.0%	46
47	X SEMI-FIXED EXP	639K		MEMO ONLY	0	0.0%		MEMO ONLY	0	0.0%	47
48	P *MEMO*ADVERTISING	640K		0		0.0%		0		0.0%	48
49	N RENT & RENT EQUIL	641K		0		0.0%		0		0.0%	49
50	S FIXED EXPENSES	642K			0	0.0%			0	0.0%	50
51	TOTAL EXPENSES				0	0.0%			0	0.0%	51
52	NET FLEET & COMMERCIAL		0	0	0	0	0	0	0	0	52
View GM Standard Accounting Manual as it pertains to Fleet & Commercial						PNUS					PNUS

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DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

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LN	VARIABLE OPERATIONS	ACC.	MONTH				YEAR-TO-DATE				LN
NO.	CONTINUED	NO.	UNITS SOLD	SALES	GRS PROF.	P.U.U.S.	UNITS SOLD	SALES	GRS PROF.	P.U.U.S.	NO.
1	U USED CARS RTL - GM CERTIFIED	446A	0	0	0	0	0	0	0	0	1
2	S USED CARS RTL - OTHER	446B	0	0	0	0	0	0	0	0	2
3	E *MEMO* RECON PER - CAR RTL		CERTIFIED ---->	0	OTHER----	0	CERTIFIED ---->	0	OTHER----	0	3
4	D USED TRUCKS RTL - CERTIFIED	450A	0	0	0	0	0	0	0	0	4
5	USED TRUCKS RTL - OTHER	450B	0	0	0	0	0	0	0	0	5
6	V *MEMO* RECON PER - TRK RTL		CERTIFIED ---->	0	OTHER----	0	CERTIFIED ---->	0	OTHER----	0	6
7	E TOTAL USED RETAIL		0	0	0	0	0	0	0	0	7
8	H USED CARS WHOLESALE	448	0	0	0	0	0	0	0	0	8
9	I USED TO NEW - CAR RTL RATIO	849	0	ADJ USED CAR INV	0		0	ADJ USED CAR INV	0		9
10	C USED TRUCKS WHOLESALE	452	0	0	0	0	0	0	0	0	10
11	L USED TO NEW - TRK RTL RATIO	853	0	ADJ. USED TRK INV	0		0	ADJ. USED TRK INV	0		11
12	E TOTAL USED WHSL. & ADJ		0	0	0	0	0	0	0	0	12
13	S USED OTHER AUTO	456		0	0	0		0	0	0	13
14	TOTAL USED VEHICLE (PVS)		0	0	0	0	0	0	0	0	14
15	TOTAL NEW & USED (PVS)		0	0	0	0	0	0	0	0	15
16	TOTAL F&I AND PROT.PLANS			0	0	0		0	0	0	16
17	TOTAL VARIABLE L&R			0	0	PVR		0	0	PVR	17
18	TOTAL VARIABLE			0	0	0		0	0	0	18
19		ACC.	MONTH				YEAR-TO-DATE				19
20	FIXED OPERATIONS	NO.	R.O. COUNTS	SALES	GRS PROF.	% SALES	R.O. COUNTS	SALES	GRS PROF.	% SALES	20
21	M CUST. LAB CARS & LD TRKS	460A	0	0	0	0.00%	0	0	0	0.00%	21
22	S/CNTR LAB -CARS&LD TRKS	460B	0	0	0	0.00%	0	0	0	0.00%	22
23	F Q/SRV LAB -CARS&LD TRKS	460C	0	0	0	0.00%	0	0	0	0.00%	23
24	C CUST. LAB COM,FLT & MD TRKS	461A	0	0	0	0.00%	0	0	0	0.00%	24
25	I H S/CNTR LAB COM,FLT & MD TRKS	461B	0	0	0	0.00%	0	0	0	0.00%	25
26	A Q/SRV LAB -COM,FLT & MD TRKS	461C	0	0	0	0.00%	0	0	0	0.00%	26
27	X N WARRANTY LABOR	462	0	0	0	0.00%	0	0	0	0.00%	27
28	I INTERNAL LABOR	463	0	0	0	0.00%	0	0	0	0.00%	28
29	E C NEW VEH INSP LBR	464	0	0	0	0.00%	0	0	0	0.00%	29
30	A ADJ COST OF LBR SLS	665			0				0		30
31	D L SUB-TOTAL			0	0	0.00%		0	0	0.00%	31
32	SHOP SUPPLIES	469		0	0	0.00%		0	0	0.00%	32
33	SUBLET REPAIRS	466		0	0	0.00%		0	0	0.00%	33
34	O TOTAL MECHANICAL			0	0	0.00%		0	0	0.00%	34
35	B CUST. PAINT LABOR	470		0	0	0.00%		0	0	0.00%	35
36	P O CUST. BODY LABOR	471	0	0	0	0.00%	0	0	0	0.00%	36
37	D WARRANTY LABOR	472	0	0	0	0.00%	0	0	0	0.00%	37
38	E Y INTERNAL LABOR	473	0	0	0	0.00%	0	0	0	0.00%	38
39	ADJ COST OF LBR SLS	675			0				0		39
40	R S SUB-TOTAL			0	0	0.00%		0	0	0.00%	40
41	H SUBLET REPAIRS	476		0	0	0.00%		0	0	0.00%	41
42	A O PNT & SHOP MATRLS.	479		0	0	0.00%		0	0	0.00%	42
43	P TOTAL BODY SHOP			0	0	0.00%		0	0	0.00%	43
44	T TOTAL SERVICE DEPT.			0	0	0.00%		0	0	0.00%	44
45	P WARRANTY CLAIMS	480	Corresponding Labor Sales Categories	0	0	0.00%		0	0	0.00%	45
46	I A MECH CARS&LD TRK R.O.	467	(460A & 460B)	0	0	0.00%		0	0	0.00%	46
47	R MECH COM,FLT & MD TRKS R.O.	468	(461A & 461B)	0	0	0.00%		0	0	0.00%	47
48	T MECH QUICK MECH R.O.	478	(460C & 461C)	0	0	0.00%		0	0	0.00%	48
49	O S BODY CUST. R.O.	477	(470 & 471)	0	0	0.00%		0	0	0.00%	49
50	INTERNAL	481		0	0	0.00%		0	0	0.00%	50
51	N COUNTER-RETAIL	482		0	0	0.00%		0	0	0.00%	51
52	& WHOLESALE	483		0	0	0.00%		0	0	0.00%	52
53	S ACCESSORIES	484		0	0	0.00%		0	0	0.00%	53
54	A PURCHASE ALLOWANCES	687			0				0		54
55	C ADJ. P&A INVENTORY	688			0				0		55
56	C TOTAL P&A			0	0	0.00%		0	0	0.00%	56
57	E TIRES	490		0	0	0.00%		0	0	0.00%	57
58	S OIL & GREASE	491		0	0	0.00%		0	0	0.00%	58
59	S MISCELLANEOUS	492		0	0	0.00%		0	0	0.00%	59
60	TOTAL OTHER		FIXED	0	0	0.00%	FIXED	0	0	0.00%	60
61	TOTAL P&A DEPT.		COVERAGE	0	0	0.00%	COVERAGE	0	0	0.00%	61
62	TOTAL FIXED		0.0%	0	0	0.00%	0.0%	0	0	0.00%	62
63	TOTAL ALL DEPTS.			0	0	0.00%		0	0	0.00%	63

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ADDITIONAL DATA

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LN NO	FINANCE, INSURANCE & PROT. PLAN ACTIVITY		MONTH				YEAR-TO-DATE				LN NO
			CNTRS	SALES	REV/GROSS	PER CNTR	CNTRS	SALES	REV/GROSS	PER CNTR	
1	FINANCE INCOME-NEW	806	0	0	0	0	0	0	0	0	1
2	INS. COMM. EARNED-NEW	807	0	0	0	0	0	0	0	0	2
3	FIN & INS CHARGEBACKS	850			0				0		3
4	ACCESSORIES	810	0	0	0	0	0	0	0	0	4
5	GM PROT. PLANS	443	0	0	0	0	0	0	0	0	5
6	OTHER PROT. PLANS	444	0	0	0	0	0	0	0	0	6
7	REPO. LOSSES-NEW	853			0				0		7
8	F&I COMP	855			0	PVR			0	PVR	8
9	NEW F&I & PROT. PLN INCOME			0	0	0		0	0	0	9
10	FINANCE INCOME-USED	808	0	0	0	0	0	0	0	0	10
11	INS. COMM. EARNED-USED	809	0	0	0	0	0	0	0	0	11
12	FIN & INS CHARGEBACKS	851			0				0		12
13	ACCESSORIES	811	0	0	0	0	0	0	0	0	13
14	GM PROT. PLANS	454	0	0	0	0	0	0	0	0	14
15	OTHER PROT. PLANS	455	0	0	0	0	0	0	0	0	15
16	REPO. LOSSES-USED	854			0				0		16
17	F&I COMP	856			0	PVR			0	PVR	17
18	USED F&I & PROT. PLN INCOME			0	0	0		0	0	0	18
19	TOTAL F&I INCOME (to pg 2 ln 1-2)			0	0	0		0	0	0	19
20											20
21	INVENTORIES	ACC.	GM (A)				NON-GM (B)				21
22	NEW VEHICLES	NO.	UNITS	\$\$	LIFO RES	AFTER LIFO	UNITS	\$\$	LIFO RES	AFTER LIFO	22
23	DEMONSTRATORS	230	0	0	0	0	0	0	0	0	23
24	CARS	231	0	0	0	0	0	0	0	0	24
25	TRUCKS	237	0	0	0	0	0	0	0	0	25
26	MEDIUM DUTY TRUCKS	235	0	0	0	0	0	0	0	0	26
27	OTHER AUTO	238							0	0	27
28	USED VEHICLES	ACC.	< 45 DAYS IN STOCK		> 45 DAYS IN STOCK		TOTAL USED UNITS IN STOCK				28
29		NO.	UNITS	\$\$	UNITS	\$\$	UNITS	\$\$	LIFO RES	AFTER LIFO	29
30	CARS	240	0	0	0	0	0	0	0	0	30
31	TRUCKS	241	0	0	0	0	0	0	0	0	31
32		ACC.	GM (A)		NON-GM (B)						32
33	PARTS AND ACCESSORIES	242		0	0	0		0	0	0	33
34	PARTS CORES	242A		0				0			34
35	OTHER INVENTORIES	243, 244, 245, 252 TO 256		0	0	0				0	35
36	TOTAL LIFO RESERVE						0				36
37	WORK-IN-PROCESS LABOR-SRV	247A	0				WORK-IN-PROCESS LABOR-BODY	247B	0		37
38			DEalersHIP PERSONNEL COUNT (FRACTIONS OF 1/10)								38
39	POSITION		NEW(01)	USED(02)	L&R(03)	F&I(04)	MECHANICAL(05)	BODY(06)	PARTS(07)	G&A(09)	TOTAL
40	OWNERS / EXEC MGRS		0.0	0.0	0.0		0.0	0.0	0.0	0.0	0.0
41	SUPERVISORS		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
42	VEH.SRV&PRTS SLSPL		0.0	0.0	0.0		0.0	0.0	0.0	0.0	0.0
43	TECHNICIANS						0.0	0.0		0.0	0.0
44	CLERICAL		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
45	OTHERS		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
46	TOTAL		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
47	TOTAL HIRED Y-T-D		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
48	TOT TERMINATED Y-T-D		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
49			DEalersHIP CUSTOMER RECEIVABLES								49
50	RETURN ON		CUSTOMER RECEIVABLES		TOTAL	NOT DUE	P	31-60 DAYS	61-90 DAYS	OVR 90 DAYS	50
51	ASSETS		210 VEHICLES		0	0	A	0	0	0	51
52	0.00%		210 OTHER		0	0	S	0	0	0	52
53			220 VEHICLES		0	0	T	0	0	0	53
54			220 L & R		0	0		0	0	0	54
55	RETURN ON		220 SERVICE & PARTS		0	0	D	0	0	0	55
56	INVESTMENT		220 OTHER		0	0	U	0	0	0	56
57	0.00%		TOTAL CUSTOMER REC.		0	0	E	0	0	0	57
58			300 A/P DEBIT BAL		0						58
59			340 LESS ALLOW.DBTFL ACCTS.		0						59
60			NET CUSTOMER REC.		0						60
61	NEW VEHICLE SALES SUMMARY		MONTH				YEAR-TO-DATE				61
62			UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	62
63	C TOTAL NEW CARS RETAIL		0	0	0	0	0	0	0	0	63
64	A TOTAL NEW CARS FLEET & INTERNAL		0	0	0	0	0	0	0	0	64
65	R TOTAL NEW CARS		0	0	0	0	0	0	0	0	65
66	T TOTAL NEW TRUCKS RETAIL		0	0	0	0	0	0	0	0	66
67	R TOTAL TRUCKS FLEET & INTERNAL		0	0	0	0	0	0	0	0	67
68	K TOTAL NEW TRUCKS		0	0	0	0	0	0	0	0	68
69	MISC CAR & TRUCK RETAIL UNITS ⁽¹⁾		0	0	0	0	0	0	0	0	69
70	MISC CAR & TRUCK FLEET AND INTERNAL UNITS ⁽²⁾		0	0	0	0	0	0	0	0	70
71	A NEW OTHER AUTOMOTIVE		0	0	0	0	0	0	0	0	71
72	L ACCESSORIES		0	0	0	0	0	0	0	0	72
73	L TOTAL NEW VEHICLES		0	0	0	0	0	0	0	0	73
74	*MEMO* TOTAL NEW RETAIL VEHICLES		0	0	0	0	0	0	0	0	74

⁽¹⁾ Retail Cars & Trucks unit/sales/gross recorded in accounts that were not assigned by GM to a Vehicle Model prior to Jan. 1, 2004

⁽²⁾ Fleet and/or Internal Cars & Trucks unit/sales/gross recorded in accounts that were not assigned by GM to a Vehicle Model prior to Jan. 1, 2004

LEASE AND RENTAL ACTIVITY

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LN NO	LEASE & RENTAL DIRECT EXPENSES & INCOME			TOTAL OPERATION					(510) CLOSED END LEASE		(520) OPEN OPEN LEASE / OTHER		(530) RENTAL OPERATIONS		LN NO
		ACCT NO		CURRENT MONTH	PVIS	YEAR- TO-DATE	PVIS	% DISTRIBUTION	CURRENT MONTH	YEAR TO-DATE	CURRENT MONTH	YEAR TO-DATE	CURRENT MONTH	YEAR TO-DATE	
1	INCOME REVENUE														1
2	I RECURRING LEASE PAYMENTS	5X1		0	0	0	0	0.00%	0	0	0	0			2
3	L N MAINTENANCE INCOME	5X2		0	0	0	0	0.00%	0	0	0	0			3
4	C PARTIAL MONTH (PRORATA) INCOME	5X3		0	0	0	0	0.00%	0	0	0	0			4
5	& O LATE PAYMENT CHARGE	5X4		0	0	0	0	0.00%	0	0	0	0	0	0	5
6	M RENTAL INCOME	5X5		0	0	0	0	0.00%					0	0	6
7	R E ADMINISTRATIVE FEE	5X6		0	0	0	0	0.00%	0	0	0	0	0	0	7
8	OTHER LEASE REVENUE	5X7		0	0	0	0	0.00%	0	0	0	0			8
9	TOTAL LEASE AND RENTAL INCOME			0		0		100.00%	0	0	0	0	0	0	9
10	L&R - HISTORICAL DATA ADJUSTMENT			0	0	0	0	% REV	(710) CLOSED - END		(720) OPEN - END		(730) RENTAL		10
11	D INTEREST	7X1		0	0	0	0	0.0%	0	0	0	0	0	0	11
12	I C AMORTIZATION	7X2		0	0	0	0	0.0%	0	0	0	0	0	0	12
13	R O INSURANCE (IN SERVICE VEHICLES)	7X3		0	0	0	0	0.0%	0	0	0	0	0	0	13
14	E S LICENSE, TITLE & TAX	7X4		0	0	0	0	0.0%	0	0	0	0	0	0	14
15	C T POLICY - LEASE & RENTAL VEHICLES	7X5		0	0	0	0	0.0%	0	0	0	0	0	0	15
16	T S MAINTENANCE & REPAIRS	7X6		0	0	0	0	0.0%	0	0	0	0	0	0	16
17	RENT-SUBLET UNITS	7X7		0	0	0	0	0.0%	0	0	0	0	0	0	17
18	OTHER	7X8		0	0	0	0	0.0%	0	0	0	0	0	0	18
19	TOTAL DIRECT COSTS			0	0	0	0	0.0%	0	0	0	0	0	0	19
20	GROSS PROFIT AFTER DIRECT COST			0	PVD ⁽³⁾	0	PVD ⁽³⁾	% SALES	0	0	0	0	0	0	20
21	* MEMO * - SELLING PRICE OF DISPOSED VEHICLES	5X0DI		0	0.0K	0	0.0K	0.00%	0	0	0	0	0	0	21
22	* MEMO * - DISPOSITION EXPENSE	7X0DE		0	0	0	0	0.00%	0	0	0	0	0	0	22
23	GAIN(LOSS) ON DISPOSITION	5X0GAL		0	0	0	0	0.00%	0	0	0	0	0	0	23
24	GROSS PROFIT / INCOME			0	0	0	0	0.0%	0	0	0	0	0	0	24
25	⁽²⁾ Per Vehicle Disposed of during the period (Line 30)			MONTH		YEAR-TO-DATE			MONTH	YTD	MONTH	YTD	MONTH	YTD	25
26	BEGINNING UNITS IN SERVICE			0					0		0		0		26
27	UNITS ADDED INTO SERVICE IN PERIOD			0					0		0		0		27
28	UNITS REMOVED FROM SERVICE IN PERIOD			0					0		0		0		28
29	ENDING UNITS IN SERVICE / EFFECTIVE UNITS			0		EFFECTIVE UNITS YTD ⁽¹⁾	0		0	0	0	0	0	0	29
30	UNITS DISPOSED			0					0	0	0	0	0	0	30
31	* MEMO * CUSTOMERS RETAINED ⁽²⁾			0					0	0	0	0	0	0	31
32															32
33	INVENTORY ANALYSIS	UNITS	ACCT NO			AMOUNT									33
34	NEW UNITS FOR LEASE	0	277A		0										34
35	DEMONSTRATORS	0	277B		0										35
36	TERMINATED NOT DISPOSED	0	277C		0										36
37	* MEMO * > 30 DAYS \$\$/ U	0			0										37
38	VEHICLES IN SERV	ACCUMULATED AMORTIZATION	UNITS			NET									38
39	LEASED VEHICLES	0	0	277D		0									39
40	RENTAL VEHICLES	0	0	277E		0									40
41	LEASED EQUIPMENT	0	0	277F		0									41
42	TOTAL INV	0	0	277		0									42
43	L&R - FINANCE, INSURANCE			MONTH					YEAR-TO-DATE						43
44	& PROT. PLAN ACTIVITY			CNTRS	SALES	REV/GROSS	PER CNTR		CNTRS	SALES	REV/GROSS	PER CNTR			44
45	INS. COMM. EARNED	541	0	0	0	0	0		0	0	0	0	0	0	45
46	INS CHARGEBACKS	741	0	0	0	0			0	0	0	0	0	0	46
47	L ACCESSORIES	542	0	0	0	0	0		0	0	0	0	0	0	47
48	& GM PROT. PLANS	543	0	0	0	0	0		0	0	0	0	0	0	48
49	R OTHER PROT. PLANS	544	0	0	0	0	0		0	0	0	0	0	0	49
51	F&I MANAGER COMMISSIONS	740						Per Veh Added this Mth						Per Veh Added YTD	51
52	L&R - F&I & PROT. PLN INCOME			0		0	0			0		0	0	0	52

ACCOUNTS RECEIVABLE	ACCT NO	TOTAL	PRE-PAID	1 - 30 DAYS	31 - 60 DAYS	61 - 90 DAYS	OVER 90 DAYS
LEASE BILLINGS	220 L&R B	0	0	0	0	0	0
OTHER RECEIVABLES	220 L&R O	0	0	0	0	0	0
SUB-TOTAL		0	0	0	0	0	0
LESS ALLOW. DOUBT ACCTS	220 L&R ADA	0					
TOTAL	220 L&R	0					

⁽¹⁾ Effective Units = Cumulative YTD total of beg. units in service less the cumulative YTD total of units removed from serv.⁽²⁾ Customers Retained = Renewals into Wholesale Leases plus, Renewals into Retail Transactions plus, Extension of

Lease or Financing plus, buyouts.

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New Vehicle Department - Operating Summary											LN NO
LN NO	INVENTORIES	ACC.	GM (A)				NON-GM (B)				LN NO
2	NEW VEHICLES	NO.	UNITS	\$S	LIFO RES	AFTER LIFO	UNITS	\$S	LIFO RES	AFTER LIFO	2
3	DEMONSTRATORS	230	0	0	0	0	0	0	0	0	3
4	CARS	231	0	0	0	0	0	0	0	0	4
5	TRUCKS	237	0	0	0	0	0	0	0	0	5
6	MEDIUM DUTY TRUCKS	238	0	0	0	0	0	0	0	0	6
7	OTHER AUTO	239	0	0	0	0	0	0	0	0	7
8	DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)						CUSTOMER RECEIVABLES				8
9	POSITION	NEW(01)					210 VEHICLES	220 VEHICLES			9
10	OWNERS / EXEC MGRS		0.0				TOTAL	0	0		10
11	SUPERVISORS		0.0				NOT DUE	0	0		11
12	VEH. SRV & PRTS SLSPL		0.0				PAST DUE	0	0		12
13	TECHNICIANS						31-60 DAYS	0	0		13
14	CLERICAL		0.0				61-90 DAYS	0	0		14
15	OTHERS		0.0				OVER 90 DAYS	0	0		15
16	TOTAL		0.0								16
17	TOTAL HIRED Y-T-D		0.0								17
18	TOT TERMINATED Y-T-D		0.0								18
19	NEW VEHICLE SALES SUMMARY										19
20			UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	20
21	C TOTAL NEW CARS RETAIL		0	0	0	0	0	0	0	0	21
22	A TOTAL NEW CARS FLEET & INTERNAL		0	0	0	0	0	0	0	0	22
23	R TOTAL NEW CARS		0	0	0	0	0	0	0	0	23
24	T TOTAL NEW TRUCKS RETAIL		0	0	0	0	0	0	0	0	24
25	R TOTAL TRUCKS FLEET & INTERNAL		0	0	0	0	0	0	0	0	25
26	K TOTAL NEW TRUCKS		0	0	0	0	0	0	0	0	26
27	MISC CAR & TRUCK RETAIL UNITS ⁽¹⁾		0	0	0	0	0	0	0	0	27
28	A MISC CAR & TRUCK FLEET AND INTERNAL UNITS ⁽²⁾		0	0	0	0	0	0	0	0	28
29	L NEW OTHER AUTOMOTIVE		0	0	0	0	0	0	0	0	29
30	L ACCESSORIES		0	0	0	0	0	0	0	0	30
31	TOTAL NEW VEHICLES		0	0	0	0	0	0	0	0	31
32	*MEMO* TOTAL NEW RETAIL VEHICLES		0	0	0	0	0	0	0	0	32
33	FINANCE, INSURANCE & PROT. PLAN ACTIVITY										33
34			CNTRS	SALES	REV/GROSS	PER CNTR	CNTRS	SALES	REV/GROSS	PER CNTR	34
35	FINANCE INCOME-NEW	806	0	0	0	0	0	0	0	0	35
36	INS. COMM. EARNED-NEW	807	0	0	0	0	0	0	0	0	36
37	N FIN & INS CHARGEBACKS	850	0	0	0	0	0	0	0	0	37
38	E ACCESSORIES	810	0	0	0	0	0	0	0	0	38
39	W GM PROT. PLANS	443	0	0	0	0	0	0	0	0	39
40	OTHER PROT. PLANS	444	0	0	0	0	0	0	0	0	40
41	REPO. LOSSES-NEW	853	0	0	0	0	0	0	0	0	41
42	F&I COMP	855	0	0	0	PVR	0	0	0	PVR	42
43	NEW F&I & PROT. PLN INCOME		0	0	0	0	0	0	0	0	43
44	DEPARTMENT PROFITABILITY										44
45			NEW VEHICLE (01)				NEW VEHICLE (01)				45
46	NET SALES		0	% Sls	PNVR		0	% Sls	PNVR		46
47	GROSS PROFIT/INCOME		0	0%	0		0	0%	0		47
48	EXPENSES			% Grs				% Grs			48
49	VEH. SLSPL COMPENSATION & OTHER	11	0	0%	0		0	0%	0		49
50	DELIVERY EXPENSE	13	0	0%	0		0	0%	0		50
51	POLICY WORK-VEHICLES	15	0	0%	0		0	0%	0		51
52	TOTAL VARIABLE		0	0%	0		0	0%	0		52
53	SALARIES-OWNERS / EXECUTIVE MANAGERS	20	0	0%	0		0	0%	0		53
54	SALARIES-SUPERVISION	21	0	0%	0		0	0%	0		54
55	SALARIES-CLERICAL	22	0	0%	0		0	0%	0		55
56	OTHER SALARIES AND WAGES	23	0	0%	0		0	0%	0		56
57	ABSENTEE COMPENSATION	24	0	0%	0		0	0%	0		57
58	INCENTIVES-SUPERVISION	26	0	0%	0		0	0%	0		58
59	TAXES-PAYROLL	25	0	0%	0		0	0%	0		59
60	EMPLOYEE BENEFITS	27	0	0%	0		0	0%	0		60
61	RETIREMENT BENEFITS	29	0	0%	0		0	0%	0		61
62	TOTAL PERSONNEL		0	0%	0		0	0%	0		62
63	COMPANY VEHICLE EXPENSE	51	0	0%	0		0	0%	0		63
64	OFFICE SUPPLIES AND EXPENSES	60	0	0%	0		0	0%	0		64
65	OTHER SUPPLIES	61	0	0%	0		0	0%	0		65
66	E-COMMERCE ADVERTISING/FEES	63	0	0%	0		0	0%	0		66
67	ADVERTISING	65	0	0%	0		0	0%	0		67
68	ADVERTISING REIMBURSEMENTS	64	0	0%	0		0	0%	0		68
69	CONTRIBUTIONS	66	0	0%	0		0	0%	0		69
70	POLICY WORK-PARTS AND SERVICE	67	0	0%	0		0	0%	0		70
71	INFORMATION TECHNOLOGY SERVICES	68	0	0%	0		0	0%	0		71
72	OUTSIDE SERVICES (OTHER)	69	0	0%	0		0	0%	0		72
73	TRAVEL AND ENTERTAINMENT	70	0	0%	0		0	0%	0		73
74	MEMBERSHIP DUES AND PUBLICATIONS	71	0	0%	0		0	0%	0		74
75	LEGAL AND AUDITING EXPENSE	72	0	0%	0		0	0%	0		75
76	TELEPHONE	74	0	0%	0		0	0%	0		76
77	TRAINING EXPENSE	75	0	0%	0		0	0%	0		77
78	INTEREST-FLOORPLAN	76	0	0%	0		0	0%	0		78
79	INTEREST-FLOORPLAN CREDIT	78	0	0%	0		0	0%	0		79
80	INTEREST-NOTES PAYABLE (OTHER)	79	0	0%	0		0	0%	0		80
81	INSURANCE - INVENTORY	56	0	0%	0		0	0%	0		81
82	BAD DEBT EXPENSE	57	0	0%	0		0	0%	0		82
83	FREIGHT	33	0	0%	0		0	0%	0		83
84	MISCELLANEOUS EXPENSE	77	0	0%	0		0	0%	0		84
85	TOTAL SEMI-FIXED		0	0%	0		0	0%	0		85
86	RENT	80	0	0%	0		0	0%	0		86
87	AMORTIZATION-LEASEHOLDS	81	0	0%	0		0	0%	0		87
88	REPAIRS-REAL ESTATE	82	0	0%	0		0	0%	0		88
89	DEPRECIATION BLDGS. & IMPROVEMENTS	83	0	0%	0		0	0%	0		89
90	TAXES-REAL ESTATE	84	0	0%	0		0	0%	0		90
91	INSURANCE BLDGS. & IMPROVEMENTS	85	0	0%	0		0	0%	0		91
92	INTEREST - MORTGAGES	86	0	0%	0		0	0%	0		92
93	UTILITIES	87	0	0%	0		0	0%	0		93
94	SUB-TOTAL RENT & RMT EQUIVALENT		0	0%	0		0	0%	0		94
95	INSURANCE OTHER	88	0	0%	0		0	0%	0		95
96	TAXES-OTHER	89	0	0%	0		0	0%	0		96
97	REPAIRS-EQUIPMENT	90	0	0%	0		0	0%	0		97
98	DEPRECIATION-EQUIPMENT	91	0	0%	0		0	0%	0		98
99	EQUIPMENT RENTAL	92	0	0%	0		0	0%	0		99
100	TOTAL FIXED		0	0%	0		0	0%	0		100
101	TOTAL FIXED OVERHEAD		0	0%	0		0	0%	0		101
102	TOTAL EXPENSES		0	0%	0		0	0%	0		102
103	DEPARTMENT PROFIT OR LOSS		0	0%	0		0	0%	0		103
104	FI & PROT. PLN INCOME TRANSFER		0	0%	0		0	0%	0		104
105	PRORATION OF G&A		0	0%	0		0	0%	0		105
106	DEPT PROFIT OR LOSS AFTER TRSF & PRORAT		0	0%	0		0	0%	0		106

(1) Retail Cars & Trucks unit/sales/gross recorded in accounts that were not assigned by GM to a Vehicle Model prior to Jan. 1, 2004

(2) Fleet and/or Internal Cars & Trucks unit/sales/gross recorded in accounts that were not assigned by GM to a Vehicle Model prior to Jan. 1, 2004

INVENTORIES															ACC.	< 45 DAYS IN STOCK				> 45 DAYS IN STOCK				TOTAL USED UNITS IN STOCK																				
USED VEHICLES															NO	UNITS	\$ \$		UNITS	\$ \$		UNITS	\$ \$		LIFO RES	AFTER LIFO																		
http: CARS															240	0	0		0	0		0	0		0	0		3																
http: TRUCKS															241	0	0		0	0		0	0		0	0		4																
DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)																																												
POSITION															USED(02)															CUSTOMER RECEIVABLES														
OWNERS / EXEC MGRS															0.0															210 VEHICLES		220 VEHICLES												
SUPERVISORS															0.0															TOTAL		0		0										
VEH.SRV&PRTS SLSPLE															0.0															NOT DUE		0		0										
TECHNICIANS																														PAST DUE														
CLERICAL															0.0															31-90 DAYS		0		0										
OTHERS															0.0															61-90 DAYS		0		0										
TOTAL															0.0															OVR 90 DAYS		0		0										
TOTAL HIRED Y-T-D															0.0																													
TOT TERMINATED Y-T-D															0.0																													
VARIABLE OPERATIONS															ACC.	MONTH														YEAR-TO-DATE														
CONTINUED															NO	UNITS SOLD	SALES		GRS PROF.		P.U.U.S.		UNITS SOLD	SALES		GRS PROF.		P.U.U.S.																
U USED CARS RTL - GM CERTIFIED															446A	0	0		0		0		0	0		0		0		18														
S USED CARS RTL - OTHER															446B	0	0		0		0		0	0		0		0		19														
E "MEMO" RECON PER - CAR RTL																CERTIF-->	0		OTHER-->		0		CERTIF-->	0		OTHER-->		0		20														
D USED TRUCKS RTL - CERTIFIED															450A	0	0		0		0		0	0		0		0		21														
USED TRUCKS RTL - OTHER															450B	0	0		0		0		0	0		0		0		22														
V "MEMO" RECON PER - TRK RTL																CERTIF-->	0		OTHER-->		0		CERTIF-->	0		OTHER-->		0		23														
E TOTAL USED RETAIL																0	0		0		0		0	0		0		0		24														
H USED CARS WHOLESALE															448	0	0		0		0		0	0		0		0		25														
I USED TO NEW - CAR RTL RATIO															649	0	ADJ USED CAR INV		0		0		0	ADJ USED CAR INV		0		0		26														
C USED TRUCKS WHOLESALE															452	0	0		0		0		0	0		0		0		27														
L USED TO NEW - TRK RTL RATIO															653	0	ADJ. USED TRK INV		0		0		0	ADJ. USED TRK INV		0		0		28														
E TOTAL USED WHSL & ADJ																0	0		0		0		0	0		0		0		29														
S USED OTHER AUTO															456	0	0		0		0		0	0		0		0		30														
TOTAL USED VEHICLE (PUVS)																0	0		0		0		0	0		0		0		0		31												
FINANCE, INSURANCE & PROT. PLAN ACTIVITY																MONTH														YEAR-TO-DATE														
																CNTRS	SALES		REV/GROSS		PER CNTR		CNTRS	SALES		REV/GROSS		PER CNTR																
FINANCE INCOME-USED															808	0	0		0		0		0	0		0		0		0		32												
INS. COMM. EARNED-USED															809	0	0		0		0		0	0		0		0		0		33												
U FIN & INS CHARGEBACKS															851				0							0						34												
S ACCESSORIES															811	0	0		0		0		0	0		0		0		0		35												
E GM PROT. PLANS															454	0	0		0		0		0	0		0		0		0		36												
D OTHER PROT. PLANS															455	0	0		0		0		0	0		0		0		0		37												
REPO. LOSSES-USED															854				0							0						38												
F&I COMP															859				0		PVR					0		PVR				39												
USED F&I & PROT. PLN INCOME																0	0		0		0		0	0		0		0		0		40												
DEPARTMENT PROFITABILITY																USED VEHICLE (02)														USED VEHICLE (02)														
																MONTH														YEAR-TO-DATE														
NET SALES																0			% Sls		PNVR		0			% Sls		PNVR		0			% Sls		PNVR									
GROSS PROFIT/INCOME																0			0%		0		0			0%		0		0			0%		0									
EXPENSES																0			% Grs							% Grs							% Grs											
VEH. SLSPLE COMPENSATION & OTHER															11	0			0%		0		0			0%		0		0			0%		0									
DELIVERY EXPENSE															13	0			0%		0		0			0%		0		0			0%		0									
POLICY WORK-VEHICLES															15	0			0%		0		0			0%		0		0			0%		0									
TOTAL VARIABLE																0			0%		0		0			0%		0		0			0%		0									
SALARIES-OWNERS / EXECUTIVE MANAGERS															20	0			0%		0		0			0%		0		0			0%		0									
SALARIES-SUPERVISION															21	0			0%		0		0			0%		0		0			0%		0									
SALARIES-CLERICAL															22	0			0%		0		0			0%		0		0			0%		0									
OTHER SALARIES AND WAGES															23	0			0%		0		0			0%		0		0			0%		0									
ABSENTEE COMPENSATION															24	0			0%		0		0			0%		0		0			0%		0									
INCENTIVES-SUPERVISION															26	0			0%		0		0			0%		0		0			0%		0									
TAXES-PAYROLL															25	0			0%		0		0			0%		0		0			0%		0									
EMPLOYEE BENEFITS															27	0			0%		0		0			0%		0		0			0%		0									
RETIREMENT BENEFITS															28	0			0%		0		0			0%		0		0			0%		0									
TOTAL PERSONNEL															61	0			0%		0		0			0%		0		0			0%		0									
COMPANY VEHICLE EXPENSE															51	0			0%		0		0			0%		0		0			0%		0									
OFFICE SUPPLIES AND EXPENSES															60	0			0%		0		0			0%		0		0			0%		0									
OTHER SUPPLIES															61	0			0%		0		0			0%		0		0			0%		0									
E-COMMERCE ADVERTISING/FEEES															63	0			0%		0		0			0%		0		0			0%		0									
ADVERTISING															65	0			0%		0		0			0%		0		0			0%		0									
ADVERTISING REIMBURSEMENTS															64	0			0%		0		0			0%		0		0			0%		0									
CONTRIBUTIONS															66	0			0%		0		0			0%		0		0			0%		0									
POLICY WORK-PARTS AND SERVICE															67																													
INFORMATION TECHNOLOGY SERVICES															68	0			0%		0		0			0%		0		0			0%		0									
OUTSIDE SERVICES (OTHER)															69	0			0%		0		0			0%		0		0			0%		0									
TRAVEL AND ENTERTAINMENT															70	0			0%		0		0			0%		0		0			0%		0									
MEMBERSHIP DUES AND PUBLICATIONS															71	0			0%		0		0			0%		0		0			0%		0									
LEGAL AND AUDITING EXPENSE															72	0			0%		0		0			0%		0		0			0%		0									
TELEPHONE															74	0			0%		0		0			0%		0		0			0%		0									
TRAINING EXPENSE															75	0			0%		0		0			0%		0		0			0%		0									
INTEREST-FLOORPLAN															76	0			0%		0		0			0%		0		0			0%		0									
INTEREST-FLOORPLAN CREDIT															78	0			0%		0		0			0%		0		0			0%		0									
INTEREST-NOTES PAYABLE (OTHER)															79	0			0%		0		0			0%		0		0			0%		0									
INSURANCE - INVENTORY															56	0			0%		0		0			0%		0		0			0%		0									
BAD DEBT EXPENSE															57	0			0%		0		0			0%		0		0			0%		0									
FREIGHT															33	0			0%		0		0			0%		0		0			0%		0									
MISCELLANEOUS EXPENSE															77	0			0%		0		0			0%		0		0			0%		0									
TOTAL SEMI-FIXED																0			0%		0		0			0%		0		0			0%		0									
RENT															80	0			0%		0		0			0%		0		0			0%		0									
AMORTIZATION-LEASEHOLDS															81	0			0%		0		0			0%		0		0			0%		0									
REPAIRS-REAL ESTATE															82	0			0%		0		0			0%		0		0			0%		0									
DEPRECIATION BLDGS. & IMPROVEMENTS															83	0			0%		0		0			0%		0		0			0%		0									
TAXES-REAL ESTATE															84	0			0%		0		0			0%		0		0			0%		0									
INSURANCE BLDGS. & IMPROVEMENTS															85	0			0%		0		0			0%		0		0			0%		0									
INTEREST - MORTGAGES															86	0			0%		0		0			0%		0		0			0%		0									
UTILITIES															87	0			0%		0		0			0%		0		0			0%		0									
SUB-TOTAL RENT & RNT EQUIVALENT																0			0%		0		0			0%		0		0			0%		0									
INSURANCE OTHER															88	0			0%		0		0			0%		0		0			0%		0									
TAXES-OTHER															89	0			0%		0		0			0%		0		0			0%		0									
REPAIRS-EQUIPMENT															90	0			0%		0		0			0%		0		0			0%		0									
DEPRECIATION-EQUIPMENT															91	0			0%		0		0			0%		0		0			0%		0									
EQUIPMENT RENTAL															92	0			0%		0		0			0%		0		0			0%		0									
TOTAL FIXED																0			0%		0		0			0%		0		0			0%		0									
TOTAL FIXED OVERHEAD																0			0%		0		0			0%		0		0			0%		0									
TOTAL EXPENSES																0			0%		0		0			0%		0		0			0%		0									
DEPARTMENT PROFIT OR LOSS																0			0%		0		0			0%		0		0			0%		0									
FI & PROT. PLN INCOME TRANSFER																0			0%		0		0			0%		0		0			0%		0									
PRORATION OF O&A																0			0%		0		0			0%		0		0			0%		0									
DEPT PROFIT OR LOSS AFTER TRSF & PRORAT																0			0%		0		0			0%		0		0			0%		0									

2: 12:12 CV 00102 FOCB SKM F5C N 305 Fied P892115 g Fied 13/11/15 P892115											
1	DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)		CUSTOMER RECEIVABLES				POSTED LABOR RATES		CARS & LD TRKS		MD TRKS
2	POSITION	MECH(05)	220 SERV & PRTS		CUSTOMER LABOR		0.00		0.00		
3	OWNERS / EXEC MGRS	0.0	TOTAL		0		EXT. SERVICE CONTRACT LABOR		0.00		
4	SUPERVISORS	0.0	NOT DUE		0		QUICK-SERV/ GOODWRENCH LAB		0.00		
5	VEH.SRV&PRTS SLSPL	0.0	PAST DUE		0		WARRANTY		0.00		
6	TECHNICIANS	0.0	31-60 DAYS		0		INTERNAL		0.00		
7	CLERICAL	0.0	61-90 DAYS		0						
8	OTHERS	0.0	OVR 90 DAYS		0						
9	TOTAL	0.0									
10	TOTAL HIRED Y-T-D	0.0									
11	TOT TERMINATED Y-T-D	0.0	WORK-IN-PROCESS LABOR-SRV		247A		0				
12	FIXED OPERATIONS - SERVICE	NO	R.O. COUNTS	SALES	GRS.PROF.	% SALES	R.O. COUNTS	SALES	GRS.PROF.	% SALES	
13	CUST. LAB CARS & LD TRKS	460A	0	0	0	0.00%	0	0	0	0.00%	
14	SICNTR LAB -CARS&LD TRKS	460B	0	0	0	0.00%	0	0	0	0.00%	
15	Q/SRV LAB -CARS&LD TRKS	460C	0	0	0	0.00%	0	0	0	0.00%	
16	CUST. LAB COM.FLT & MD TRKS	461A	0	0	0	0.00%	0	0	0	0.00%	
17	SICNTR LAB COM.FLT & MD TRKS	461B	0	0	0	0.00%	0	0	0	0.00%	
18	Q/SRV LAB -COM.FLT & MD TRKS	461C	0	0	0	0.00%	0	0	0	0.00%	
19	WARRANTY LABOR	462	0	0	0	0.00%	0	0	0	0.00%	
20	INTERNAL LABOR	463	0	0	0	0.00%	0	0	0	0.00%	
21	NEW VEH INSP LBR	464	0	0	0	0.00%	0	0	0	0.00%	
22	ADJ COST OF LBR SLS	665									
23	L SUB-TOTAL			0	0	0.00%		0	0	0.00%	
24	SHOP SUPPLIES	469		0	0	0.00%		0	0	0.00%	
25	SUBLET REPAIRS	469		0	0	0.00%		0	0	0.00%	
26	TOTAL MECHANICAL			0	0	0.00%		0	0	0.00%	
27	DEPARTMENT PROFITABILITY		MECHANICAL (05)				MECHANICAL (05)				
28			MONTH				YEAR-TO-DATE				
29	NET SALES				% Sls				% Sls		
30	GROSS PROFIT/INCOME			0	0%			0	0%		
31					% Grs				% Grs		
32	SALARIES-OWNERS / EXECUTIVE MANAGERS	20		0	0%			0	0%		
33	SALARIES-SUPERVISION	21		0	0%			0	0%		
34	SALARIES-CLERICAL	22		0	0%			0	0%		
35	OTHER SALARIES AND WAGES	23		0	0%			0	0%		
36	ABSENTEE COMPENSATION	24		0	0%			0	0%		
37	INCENTIVES-SUPERVISION	26		0	0%			0	0%		
38	TAXES-PAYROLL	27		0	0%			0	0%		
39	EMPLOYEE BENEFITS	25		0	0%			0	0%		
40	RETIREMENT BENEFITS	29		0	0%			0	0%		
41	TOTAL PERSONNEL			0	0%			0	0%		
42	COMPANY VEHICLE EXPENSE	51		0	0%			0	0%		
43	OFFICE SUPPLIES AND EXPENSES	60		0	0%			0	0%		
44	OTHER SUPPLIES	61		0	0%			0	0%		
45	E-COMMERCE ADVERTISING/FEES	63		0	0%			0	0%		
46	ADVERTISING	65		0	0%			0	0%		
47	ADVERTISING REIMBURSEMENTS	64		0	0%			0	0%		
48	CONTRIBUTIONS	66		0	0%			0	0%		
49	POLICY WORK-PARTS AND SERVICE	67		0	0%			0	0%		
50	INFORMATION TECHNOLOGY SERVICES	68		0	0%			0	0%		
51	OUTSIDE SERVICES (OTHER)	69		0	0%			0	0%		
52	TRAVEL AND ENTERTAINMENT	70		0	0%			0	0%		
53	MEMBERSHIP DUES AND PUBLICATIONS	71		0	0%			0	0%		
54	LEGAL AND AUDITING EXPENSE	72		0	0%			0	0%		
55	TELEPHONE	74		0	0%			0	0%		
56	TRAINING EXPENSE	75		0	0%			0	0%		
57	INTEREST-FLOORPLAN	76									
58	INTEREST-FLOORPLAN CREDIT	78									
59	INTEREST-NOTES PAYABLE (OTHER)	79		0	0%			0	0%		
60	INSURANCE - INVENTORY	80									
61	BAD DEBT EXPENSE	81		0	0%			0	0%		
62	FREIGHT	83		0	0%			0	0%		
63	MISCELLANEOUS EXPENSE	77		0	0%			0	0%		
64	TOTAL SEMI-FIXED			0	0%			0	0%		
65	RENT	80		0	0%			0	0%		
66	AMORTIZATION-LEASEHOLDS	81		0	0%			0	0%		
67	REPAIRS-REAL ESTATE	82		0	0%			0	0%		
68	DEPRECIATION BLDGS. & IMPROVEMENTS	83		0	0%			0	0%		
69	TAXES-REAL ESTATE	84		0	0%			0	0%		
70	INSURANCE BLDGS. & IMPROVEMENTS	85		0	0%			0	0%		
71	INTEREST - MORTGAGES	86		0	0%			0	0%		
72	UTILITIES	87		0	0%			0	0%		
73	SUB-TOTAL RENT & RMT EQUIVALENT			0	0%			0	0%		
74	INSURANCE OTHER	88		0	0%			0	0%		
75	TAXES-OTHER	89		0	0%			0	0%		
76	REPAIRS-EQUIPMENT	90		0	0%			0	0%		
77	DEPRECIATION-EQUIPMENT	91		0	0%			0	0%		
78	EQUIPMENT RENTAL	92		0	0%			0	0%		
79	TOTAL FIXED			0	0%			0	0%		
80	TOTAL FIXED OVERHEAD			0	0%			0	0%		
81	TOTAL EXPENSES			0	0%			0	0%		
82	DEPARTMENT PROFIT OR LOSS			0	0%			0	0%		
83	CUSTOMER PARTS GROSS TRANSFER			0	0%			0	0%		
84	PRORATION OF G&A			0	0%			0	0%		
85	DEPT PROFIT OR LOSS AFTER TRSF & PRORAT			0	0%			0	0%		

Body Shop Department Operating Summary												NO
1	DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)											1
2	POSITION											2
3	OWNERS / EXEC MGRS	0.0										3
4	SUPERVISORS	0.0										4
5	VEH.SRV&PRTS SL&PLE	0.0										5
6	TECHNICIANS	0.0										6
7	CLERICAL	0.0										7
8	OTHERS	0.0										8
9	TOTAL	0.0										9
10	TOTAL HIRED Y-T-D	0.0										10
11	TOT TERMINATED Y-T-D	0.0										11
12	FIXED OPERATIONS - BODY SHOP											12
13	B CUST. PAINT LABOR	470										13
14	O CUST. BODY LABOR	471										14
15	D WARRANTY LABOR	472										15
16	Y INTERNAL LABOR	473										16
17	ADJ. COST OF LBR SLS	675										17
18	S SUB-TOTAL											18
19	H SUBLET REPAIRS	476										19
20	O PNT & SHOP MATRLS	479										20
21	P TOTAL BODY SHOP											21
22	DEPARTMENT PROFITABILITY											22
23												23
24												24
25												25
26												26
27												27
28												28
29	NET SALES											29
30	GROSS PROFIT/INCOME											30
31												31
32	SALARIES-OWNERS / EXECUTIVE MANAGERS	20										32
33	SALARIES-SUPERVISION	21										33
34	SALARIES-CLERICAL	22										34
35	OTHER SALARIES AND WAGES	23										35
36	ABSENTEE COMPENSATION	24										36
37	INCENTIVES-SUPERVISION	26										37
38	TAXES-PAYROLL	25										38
39	EMPLOYEE BENEFITS	27										39
40	RETIREMENT BENEFITS	29										40
41	TOTAL PERSONNEL											41
42	COMPANY VEHICLE EXPENSE	51										42
43	OFFICE SUPPLIES AND EXPENSES	60										43
44	OTHER SUPPLIES	61										44
45	E-COMMERCE ADVERTISING/FEEES	63										45
46	ADVERTISING	65										46
47	ADVERTISING REIMBURSEMENTS	64										47
48	CONTRIBUTIONS	66										48
49	POLICY WORK-PARTS AND SERVICE	67										49
50	INFORMATION TECHNOLOGY SERVICES	68										50
51	OUTSIDE SERVICES (OTHER)	69										51
52	TRAVEL AND ENTERTAINMENT	70										52
53	MEMBERSHIP DUES AND PUBLICATIONS	71										53
54	LEGAL AND AUDITING EXPENSE	72										54
55	TELEPHONE	74										55
56	TRAINING EXPENSE	75										56
57	INTEREST-FLOORPLAN	76										57
58	INTEREST-FLOORPLAN CREDIT	78										58
59	INTEREST-NOTES PAYABLE (OTHER)	79										59
60	INSURANCE - INVENTORY	56										60
61	BAD DEBT EXPENSE	57										61
62	FREIGHT	33										62
63	MISCELLANEOUS EXPENSE	77										63
64	TOTAL SEMI-FIXED											64
65	RENT	80										65
66	AMORTIZATION-LEASEHOLDS	81										66
67	REPAIRS-REAL ESTATE	82										67
68	DEPRECIATION BLDGS. & IMPROVEMENTS	83										68
69	TAXES-REAL ESTATE	84										69
70	INSURANCE BLDGS. & IMPROVEMENTS	85										70
71	INTEREST - MORTGAGES	86										71
72	UTILITIES	87										72
73	SUB-TOTAL RENT & RMT EQUIVALENT											73
74	INSURANCE OTHER	88										74
75	TAXES-OTHER	89										75
76	REPAIRS-EQUIPMENT	90										76
77	DEPRECIATION-EQUIPMENT	91										77
78	EQUIPMENT RENTAL	92										78
79	TOTAL FIXED											79
80	TOTAL FIXED OVERHEAD											80
81	TOTAL EXPENSES											81
82	DEPARTMENT PROFIT OR LOSS											82
83	CUSTOMER PARTS GROSS TRANSFER											83
84	PRORATION OF G&A											84
85	DEPT PROFIT OR LOSS AFTER TRSF & PRORAT											85

NO	DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)	GM PARTS				\$S	LIFO RES	AFTER LIFO	NO
1	POSITION	PARTS(07)	PARTS AND ACCESSORIES	242		0	0	0	2
2	OWNERS / EXEC MGRS	0.0	PARTS CORES	242A		0			3
3	SUPERVISORS	0.0	OTHER INVENTORIES	243 244 245 252		0	0	0	4
4	VEH.SRV&PRTS SLSPLE	0.0							5
5	TECHNICIANS		NON-GM PARTS			\$S	LIFO RES	AFTER LIFO	6
6	CLERICAL	0.0	PARTS AND ACCESSORIES	242		0	0	0	7
7	OTHERS	0.0	PARTS CORES	242A		0			8
8	TOTAL	0.0	OTHER INVENTORIES	243 244 245 252		0	0	0	9
9	TOTAL HIRED Y-T-D	0.0	CUSTOMER REC						10
10	TOT TERMINATED Y-T-D	0.0	220 SERV&PARTS	0	0				11
11	FIXED OPERATIONS - PARTS & ACCESS.	NO	Corresponding L						
12	P WARRANTY CLAIMS	480	SALES	GRS PROF.	% SALES				
13	A MECH CARSELD TRK R.O.	467	0	0	0.00%			0.00%	13
14	R MECH COM.FLT & MD TRKS R.O.	468	0	0	0.00%			0.00%	14
15	T MECH QUICK MECH R.O.	478	0	0	0.00%			0.00%	15
16	S BODY CUST. R.O.	477	0	0	0.00%			0.00%	16
17	INTERNAL	481	0	0	0.00%			0.00%	17
18	COUNTER-RETAIL	482	0	0	0.00%			0.00%	18
19	& WHOLESALE	483	0	0	0.00%			0.00%	19
20	ACCESSORIES	484	0	0	0.00%			0.00%	20
21	A PURCHASE ALLOWANCES	687		0					21
22	C ADJ. P&A INVENTORY	698		0					22
23	C TOTAL P&A			0	0.00%			0.00%	23
24	E TIRES	490		0	0.00%			0.00%	24
25	S OIL & GREASE	491		0	0.00%			0.00%	25
26	S MISCELLANEOUS	492		0	0.00%			0.00%	26
27	TOTAL OTHER			0	0.00%			0.00%	27
28	TOTAL P&A DEPT.			0	0.00%			0.00%	28
29	DEPARTMENT PROFITABILITY		PARTS & ACC. (07)						29
30			MONTH						30
31	NET SALES			% Sls				% Sls	31
32	GROSS PROFIT/INCOME		0	0%				0%	32
33				% Grs				% Grs	33
34	SALARIES-OWNERS / EXECUTIVE MANAGERS	20	0	0%				0%	34
35	SALARIES-SUPERVISION	21	0	0%				0%	35
36	SALARIES-CLERICAL	22	0	0%				0%	36
37	OTHER SALARIES AND WAGES	23	0	0%				0%	37
38	ABSENTEE COMPENSATION	24	0	0%				0%	38
39	INCENTIVES-SUPERVISION	26	0	0%				0%	39
40	TAXES-PAYROLL	25	0	0%				0%	40
41	EMPLOYEE BENEFITS	27	0	0%				0%	41
42	RETIREMENT BENEFITS	29	0	0%				0%	42
43	TOTAL PERSONNEL		0	0%				0%	43
44	COMPANY VEHICLE EXPENSE	51	0	0%				0%	44
45	OFFICE SUPPLIES AND EXPENSES	60	0	0%				0%	45
46	OTHER SUPPLIES	61	0	0%				0%	46
47	E-COMMERCE ADVERTISING/FEEES	63	0	0%				0%	47
48	ADVERTISING	65	0	0%				0%	48
49	ADVERTISING REIMBURSEMENTS	64	0	0%				0%	49
50	CONTRIBUTIONS	66	0	0%				0%	50
51	POLICY WORK-PARTS AND SERVICE	67	0	0%				0%	51
52	INFORMATION TECHNOLOGY SERVICES	68	0	0%				0%	52
53	OUTSIDE SERVICES (OTHER)	69	0	0%				0%	53
54	TRAVEL AND ENTERTAINMENT	70	0	0%				0%	54
55	MEMBERSHIP DUES AND PUBLICATIONS	71	0	0%				0%	55
56	LEGAL AND AUDITING EXPENSE	72	0	0%				0%	56
57	TELEPHONE	74	0	0%				0%	57
58	TRAINING EXPENSE	75	0	0%				0%	58
59	INTEREST-FLOORPLAN	76							59
60	INTEREST-FLOORPLAN CREDIT	78							60
61	INTEREST-NOTES PAYABLE (OTHER)	79	0	0%				0%	61
62	INSURANCE - INVENTORY	56							62
63	BAD DEBT EXPENSE	57	0	0%				0%	63
64	FREIGHT	33	0	0%				0%	64
65	MISCELLANEOUS EXPENSE	77	0	0%				0%	65
66	TOTAL SEMI-FIXED	67	0	0%				0%	66
67	RENT	80	0	0%				0%	67
68	AMORTIZATION-LEASEHOLDS	81	0	0%				0%	68
69	REPAIRS-REAL ESTATE	82	0	0%				0%	69
70	DEPRECIATION BLDGS. & IMPROVEMENTS	83	0	0%				0%	70
71	TAXES-REAL ESTATE	84	0	0%				0%	71
72	INSURANCE BLDGS. & IMPROVEMENTS	85	0	0%				0%	72
73	INTEREST - MORTGAGES	86	0	0%				0%	73
74	UTILITIES	87	0	0%				0%	74
75	SUB-TOTAL RENT & RMT EQUIVALENT	76	0	0%				0%	75
76	INSURANCE OTHER	88	0	0%				0%	76
77	TAXES-OTHER	89	0	0%				0%	77
78	REPAIRS-EQUIPMENT	90	0	0%				0%	78
79	DEPRECIATION-EQUIPMENT	91	0	0%				0%	79
80	EQUIPMENT RENTAL	92	0	0%				0%	80
81	TOTAL FIXED		0	0%				0%	81
82	TOTAL FIXED OVERHEAD		0	0%				0%	82
83	TOTAL EXPENSES		0	0%				0%	83
84	DEPARTMENT PROFIT OR LOSS		0	0%				0%	84
85	CUSTOMER PARTS GROSS TRANSFER		0	0%				0%	85
86	PRORATION OF G&A		0	0%				0%	86
87	DEPT PROFIT OR LOSS AFTER TRSF & PRORAT		0	0%				0%	87

EXHIBIT B

2013										FORD MOTOR COMPANY DEALER FINANCIAL STATEMENT										2013									
P & A CODE 0129										DEALER										REC'D 0131									
PERIOD OF 0130										ADDRESS										SALES CODE									
MONTH ENDED										CITY/STATE/PROVINCE										0132									
ZIP/POSTAL CODE																													
ASSETS										BALANCE SHEET										LIABILITIES									
1 CASH										NEW VEHICLES & DEMOS										2001									
2 - ON HAND, IN BANK										USED VEHICLES - NON CPO										2010									
3 - MONEY MARKET / DEPOSIT										CPO VEHICLES (FRANCHISE ONLY)										2017									
4 FINANCE CONTRACTS										REMARKETED VEHICLES										2015									
5 - NEW										RECREATION VEHICLES										2070									
6 - USED										OTHER - SHORT TERM										2030									
7 MARKETABLE SECURITIES										LONG TERM - CURRENT PORTION										2040									
8 NOTES RECEIVABLE										BANK LOANS (AUTHORIZED LIMIT) (CANADA ONLY)										2055									
9 Discounted Notes Receivable (NON US)										ACCOUNTS PAYABLE										2100									
10 ACCOUNTS RECEIVABLE										INCOME TAXES										2200									
11 W & P CLAIMS										CUSTOMER DEPOSITS										2300									
12 VEHICLE HOLDBACK										ACCOMMODATIONS-SVC. CONTRACTS/REP REFUND										2310									
13 INCENTIVES / CARRYOVER ALLOWANCE										TAXES										2400									
14 LINCOLN SUPPORT										PAYROLL & BONUSES										2410									
15 FORD SUPPORT										PROFIT SHARING (NON US)										2450									
16 CSR (FOC)										OTHER										2420									
17 JOBBER INCENTIVES/ESP/FLOOR PLAN ASSISTANCE/OTHER										DEFERRED INTEREST INCOME (CURR PORT-NON US)										2465									
18 FINANCE RECEIVABLES - CURRENT										TOTAL CURRENT LIABILITIES										2019									
19 ALLOWANCE - DOUBTFUL RECEIVABLES										VEHICLE EQUITY										2021									
20 CARS										NET CASH										2022									
21 TRUCKS										AVERAGE MONTH TOTAL EXPENSES										2025									
22 DEMOS										NET CASH OVER (UNDER)										2026									
23 NON CPO										MORTGAGES PAYABLE										2500									
24 CARS										OFFICERS & OWNERS										2510									
25 CPO (Franchise Only)										FORD										2515									
26 TRUCKS										OTHER										2520									
27 RE-MARKETED VEHICLES										LEASED VEHICLES										2530									
28 PARTS INV.										RENTAL VEHICLES										2540									
29 ALLOWANCE - PARTS INVENTORY ADJUSTMENT										ESTIMATED LIABILITY-REPOSSESSION PURCHASE LOSS										2600									
30 OTHER INVENTORIES										OTHER LIABILITIES										2700									
31 LIFO INVENTORY										TOTAL LIABILITIES										2023									
32 RESERVE										NET WORTH										2024									
33 PREPAID EXPENSES										CAPITAL STOCK										2800									
34 TOTAL CURRENT ASSETS										RETAINED EARNINGS										2810									
35 LEASED VEHICLES - NET										FIXED ASSET REVALUATION (NON US)										2870									
36 RENTAL VEHICLES - NET										SUB "S" DIVIDENDS DECLARED										2820									
37 LAND AND IMPROVEMENTS - NET										PARTNERS' OR PROPRIETOR'S INVESTMENT										2840									
38 BUILDINGS										DRAWING										2840									
39 EQUIPMENT										NET INVESTMENT										2042									
40 LEASEHOLDS										NET PROFIT - AFTER INCOME TAX - YTD										2850									
41 AMORTIZED										NET WORTH										2044									
42 FINANCE RECEIVABLES DEFERRED - NET										TOTAL LIABILITIES & NET WORTH										2045									
43 RECEIVABLES - OFFICERS & EMPLOYEES										RETURN ON INVESTMENT (ROI)										%									
44 CASH VALUE - LIFE INSURANCE										WORKING CAPITAL																			
45 OTHER ASSETS - NET										ACTUAL																			
46 TOTAL ASSETS										RECOMMENDED MINIMUM OR GUIDE																			
47 FROZEN CAPITAL										ACTUAL OVER (UNDER)																			
48 USED VEHICLE INVENTORY										ACCOUNTS RECEIVABLE AGING																			
49 PARTS INVENTORY										CURRENT										31 - 60									
50 PSB RECEIVABLES										61 - 90										91 +									
51 TOTAL																													
52 OPERATING ANALYSIS										MONTH										YTD									
53 SALES										MONTH										YTD									
54 GROSS										% TOTAL SALES																			
55 EXPENSE																													
56 OPERATING PROFIT																													
57 ADDIT. & DEDUCT. TO INCOME - BONUSES																													
58 PROFIT BEFORE INCOME TAX																													
59 VEHICLE ACCOUNTS										0500										0507									
60 PARTS ACCOUNTS										0501										0508									
61 SERVICE ACCOUNTS										0502										0509									
62 BODY ACCOUNTS										0503										0510									
63 WARR. RECEIVABLES										0504										0511									
64 FORD INCENTIVES										0505										0512									
65 NOTES RECEIVABLES										0506										0513									

LINE NO	DEALER		P & A CODE		SALES CODE		MONTH		PG 2		
	OPERATING SUMMARY										
	OPERATING SUMMARY		DOLLARS		UNITS YTD		DEPARTMENTAL OPERATING SUMMARY				
		MONTH	YTD	CAR	TRUCK	NEW	USED	PARTS *	SERVICE *	BODY *	
1	TOTAL SALES			N	N	M					
2				U	U	Y					
3	TOTAL GROSS			% TOTAL GROSS		M					
4				MONTH	YTD	Y					
5	TOTAL SELLING EXPENSE					M					
6						Y					
7	TOTAL SELLING/ ADJUSTED SELLING GROSS					M					
8						Y					
9	TOTAL FIXED EXPENSE					M					
10						Y					
11	DEALER SALARY					M					
12						Y					
13	OPERATING PROFIT		1046			M					
14						Y					
15	LEASED VEHICLE 5300		1047								
16	RENTAL VEHICLE 5200		1048								
17	RECREATIONAL VEHICLE 9000		1049								
18											
19	OTHER INVENTORY INCOME 9050		1051								
20	ADJ. TO INCOME 9100 -9600		1052								
21	FORD MOTOR COMPANY SUPPORT 9430-9440 9520		1053								
22	INDEMNITIES (NON US) 9060		1054								
23	BONUS DEALER 9500		1055								
24	EMPLOYEE 9550		1056								
25	PROFIT BEFORE INCOME TAX		1057								
26				PNVS							
27	EST. INCOME TAX 9900		1059								
28	PROFIT SHARING (NON US) 9910		1060								
29	COMB CAPITAL/ LEGAL RESERVE (NON US) 9920 9925		1061								
30	NET PROFIT AFTER TAX		1062								
31				PNVS							
32	TOTAL OVERHEAD EXP.										
33	TOTAL P, S, BS GROSS										
34	NET OPERATING COST										
35	VEHICLE GROSS										
36	TOTAL VAR. SALES EXP.										
37	VARIABLE GROSS										
38	BREAKEVEN UNITS:			MONTH	YTD						
39	N.O.C. ÷ VAR. GROSS PN/UVR										
40	Service Absorption: The Sum of Total Parts, Service & Body Shop Gross Profits DIVIDED By the Sum of Total Fixed Expense + Dealer Salary + Parts, Service & Body Shop Sales Expense.										
41	(Benchmark is 85% - 100%)										
42				MONTH	YTD						
43				%	%						
44											
45	OPERATING TREND ANALYSIS	NEW UNITS	USED UNITS RETAIL	TOTAL CAR/TRK (INCL. WHSL.)	SELLING/ADJUSTED * SELLING GROSS (000)	FIXED EXP (000)	OPT PFT (000)	PFT BIT (000)	NET PFT PNVS		
46		CAR	TRUCK	CAR	TRUCK	NEW	USED	PARTS *	SERVICE *	BODY SHOP *	
47	JANUARY										
48	FEBRUARY										
49	MARCH										
50	APRIL										
51	MAY										
52	JUNE										
53	JULY										
54	AUGUST										
55	SEPTEMBER										
56	OCTOBER										
57	NOVEMBER										
58	DECEMBER										
59	CURRENT YTD										
60	PRIOR YTD										

ADJUSTMENTS TO INCOME	ADDITIONS	MONTH	YTD
	CASH DISC. EARNED	9100	1309
	INTEREST INCOME	9150	1310
	DIVIDEND INCOME	9200	1311
	SALES FIXED ASSETS	9250	1312
	OTHER INCOME	9300 9350	1313
	DEDUCTIONS		
	CASH DISCOUNT	9400	1315
	OTHER	9450 9600	1316
	TOTAL (Line 20)		1317

FORD MOTOR COMPANY SUPPORT		
LINCOLN SUPPORT	9430	1414
FORD SUPPORT	9440	1415
CUSTOMER SATISFACTION RECOGNITION (FoC)	9620	1416
TOTAL FORD MOTOR COMPANY SUPPORT (Line 21)		1423

NON-US DEALER ADJUSTMENTS (MEMO)		
EXCHANGE RATE ADJUSTMENT	9350	1443
MONETARY ADJUSTMENT	9600	1444
TOTAL PAYROLL		1445

LINE NO	DEALER					P & A CODE		SALES CODE		MONTH		PG 3C	
	MONTH					NEW VEHICLE DEPARTMENT					YEAR TO DATE		
	SALES	GROSS	UNITS	GR PVS		NEW RETAIL CARS		UNITS	GR PVS	SALES	GROSS		
1						TAURUS	3022 3024	2104		2106		2107	
2						MUSTANG	3040 3041	2034		2036		2037	
3						FOCUS	3035 3036	2054		2056		2057	
4						FOCUS ELECTRIC	3014 3015	2434		2436		2437	
5						MEMO: TOTAL FOCUS RETAIL CARS		2814		2816		2817	
6						FIESTA	3110 3111	2084		2086		2087	
7						FUSION	3027 3028	2154		2156		2157	
8						FUSION HYBRID	3016 3019	2134		2136		2137	
9						FUSION ENERGI	3134 3135	2494		2496		2497	
10						MEMO: TOTAL FUSION RETAIL CARS		2824		2826		2827	
11						C-MAX ENERGI	3088 3089	2014		2016		2017	
12						C-MAX HYBRID	3092 3093	2064		2066		2067	
13						MEMO: TOTAL C-MAX RETAIL CARS		2834		2836		2837	
14						TBD FORD CAR #1	3107 3108	2344		2346		2347	
15						TBD FORD CAR #2	3032 3033	2164		2166		2167	
16						FORD DISCONTINUED MODEL CARS	3045 3046	2124		2126		2127	
17						TOTAL FORD RETAIL CARS		2204		2206		2207	
18						LINCOLN MKZ	3222 3223	2284		2286		2287	
19						LINCOLN MKZ HYBRID	3208 3209	2234		2236		2237	
20						MEMO: TOTAL LINCOLN MKZ RETAIL CARS		2844		2846		2847	
21						LINCOLN MKS	3226 3227	2404		2406		2407	
22						LINCOLN TOWN CAR	3280 3281	2254		2256		2257	
23						TBD LINCOLN CAR #1	3284 3285	2474		2476		2477	
24						TBD LINCOLN CAR #2	3290 3291	2484		2486		2487	
25						LINCOLN DISCONTINUED MODEL CARS	3242 3243	2294		2296		2297	
26						TOTAL LINCOLN RETAIL CARS		2304		2306		2307	
27						NON FOMOCO CARS	3340 3341	2894		2896		2897	
28						TOTAL RETAIL CARS		2904		2906		2907	
29						FORD MOTOR CO. FLEET CARS	3360	2914		2916		2917	
30						NON FOMOCO FLEET CARS	3370	2924		2926		2927	
31						TOTAL FLEET CARS		2934		2936		2937	
32						CAR INCENTIVES	4380					2947	
33						TOTAL NEW CARS		2954		2956		2957	
34						MEMO: TOTAL FOMOCO HYBRID CARS		2964		2966		2967	
35						MEMO: TOTAL FOMOCO ELECTRIC CARS		2974		2976		2977	
36						MEMO: TOTAL FOMOCO ENERGI CARS		2984		2986		2987	
37						MEMO: TOTAL FOMOCO ALTERNATIVE ENERGY CARS		2994		2996		2997	
38													
39													
40													
41													
42													
43													
44													
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LINE NO	DEALER		P & A CODE		MONTH		MONTH		P & A CODE		MONTH		MONTH		PG 3T		
	MONTH		NEW VEHICLE DEPARTMENT		YEAR TO DATE		YEAR TO DATE		YEAR TO DATE		YEAR TO DATE		YEAR TO DATE		YEAR TO DATE		
	SALES	GROSS	UNITS	GR PVS	NEW RETAIL TRUCKS	UNITS	GR PVS	SALES	GROSS	UNITS	GR PVS	SALES	GROSS	UNITS	GR PVS	SALES	GROSS
1					EDGE	3475 3476	3044		3046			3047					
2					ESCAPE	3450 3451	3004		3006			3007					
3					ESCAPE HYBRID	3414 3415	3314		3316			3317					
4					MEMO: TOTAL ESCAPE RETAIL TRUCKS	3424		3426				3427					
5					EXPLORER	3410 3411	3014		3016			3017					
6					EXPEDITION	3400 3401	3024		3026			3027					
7					ECONOLINE/CLUB WAGON	3420 3421	3054		3056			3057					
8					RANGER	3430 3431	3064		3066			3067					
9					F-150 (UNDER 8500# GVW)	3780 3781	3074		3076			3077					
10					F-SUPER DUTY (F-250-350 OVER 8500# GVW)	3790 3791	3084		3086			3087					
11					TRANSIT CONNECT	3597 3598	3114		3116			3117					
12					TRANSIT (VAN)	3550 3551	3164		3166			3167					
13					FLEX	3484 3485	3174		3176			3177					
14					TBD FORD TRUCK #1	3556 3557	3884		3886			3887					
15					TBD FORD TRUCK #2	3422 3423	3354		3356			3357					
16					COURIER (MEXICO ONLY)	3560 3561	3094		3096			3097					
17					ECOSPORT (MEXICO ONLY)	3564 3565	3104		3106			3107					
18					FORD DISCONTINUED MODEL TRUCKS	3570 3571	3124		3126			3127					
19					TOTAL FORD LIGHT TRUCK RETAIL	3204		3206				3207					
20					LINCOLN MKT	3512 3513	3374		3376			3377					
21					LINCOLN NAVIGATOR	3590 3591	3234		3236			3237					
22					LINCOLN MKX	3566 3567	3444		3446			3447					
23					TBD LINCOLN TRUCK #1	3592 3593	3304		3306			3307					
24					TBD LINCOLN TRUCK #2	3594 3595	3324		3326			3327					
25					LINCOLN MARK LT (MEXICO ONLY)	3588 3589	3294		3296			3297					
26					LINCOLN DISCONTINUED MODEL TRUCKS	3586 3587	3264		3266			3267					
27					TOTAL LINCOLN LIGHT TRUCK RETAIL	3274		3276				3277					
28					NON FOMOCO LIGHT TRUCK	3460 3461	3494		3496			3497					
29					TOTAL LIGHT TRUCK RETAIL	3504		3506				3507					
30					FOMOCO FLEET LIGHT TRUCKS	3470	3524		3526			3527					
31					NON FOMOCO FLEET LIGHT TRUCKS	3516	3414		3416			3417					
32					TOTAL FLEET LIGHT TRUCKS	3674		3676				3677					
33					TOTAL LIGHT TRUCKS	3554		3556				3557					
34					F-SUPER DUTY (F450-550 OVER 8500# GVW)	3740 3741	3564		3566			3567					
35					F-SUPER DUTY (F650-750)	3500 3501	3574		3576			3577					
36					TOTAL FORD COMMERCIAL TRUCKS	3584		3586				3587					
37					NON FOMOCO CLASS 4-7-8	3600 3601	3594		3596			3597					
38					TOTAL COMMERCIAL/OTHER TRUCKS	3604		3606				3607					
39					MTH	MEMO: FLT COM 3609	YTD										
40					TRUCK INCENTIVES	4620						3617					
41					TOTAL NEW TRUCKS	3624		3626				3627					
42					DEALER TRANSFERS (Units YTD)	3639	4640					3637					
43					TOTAL NEW VEHICLES	3704		3706				3707					
44					MEMO: NEW INTERNET SALES	3714		3716				3717					
45					MEMO: TOTAL FOMOCO HYBRID TRUCKS	3664		3666				3667					
46																	
47																	
48																	
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LINE NO.	DEALER				P & A CODE		SALES CODE				MONTH		PG 5	
	PARTS DEPARTMENT				SERVICE DEPARTMENT				BODY SHOP DEPARTMENT					
	MONTH	YTD	MON	YTD	MONTH	YTD	MON	YTD	MONTH	YTD	MON	YTD		
1		5070			GROSS % SALES	5400, 5401 5402	S		GROSS % SALES				GROSS % SALES	
2		5071				6410 WHOLESALE 6411 JOB INCENT.	G		LABOR RATES				FRANCHISE R.O. ANALYSIS	
3		5072				6410 WHOLESALE 6411 JOB INCENT.	G		REPAIR	BODY	W & P	INTERNAL	TRAFFIC R.O. COUNT	SALES PER R.O.
4		5073				TOTAL WHOLESALE	G	FORD	5251	5252	5253	5254	PARTS	LABOR
5		5074				5430, 5431 5432 COUNTER	S	LINC	5312	5313	5314	5315	REPAIR SHOP	
6		5075				RETAIL	G						BODY SHOP	
7		5076				5430, 5435 5700, 5705 5436 REPAIR SHOP	S		5316					
8		5077					G		5317				W & P CLAIMS SERVICE	
9		5078				5440, 5445 5710, 5715 ESP REPAIR SHOP	S		5318				Y	5548
10		5079					G		5319				W & P CLAIMS BODY SHOP	
11		5080				6450 JOB INCENTIVE	G						Y	5550
12		5081				5460, 5462 5720, 5722 WARRANTY & POLICY CLAIMS (SERVICE)	S		5321				M	
13		5082					G		5322				ESP REPAIR	
14		5083				5470, 5475 5730, 5734 5476 INTERNAL (SERVICE)	S		5323				Y	5552
15		5084					G		5324				INTERNAL	
16						6740 UNAPPLIED 6845 TIME 6741	G		5325				Y	5554
17		5086				5480 5750 5485 SUBLET 5755 REPAIRS 5800	S		5326					
18		5087					G		5327					
19		5088				5480, 5491 5760 5492 OTHER 5761 MERCHANDISE	S		5328					
20		5089					G		5329					
21		5090				5431, 41, 61, 71 PARTS SALES SERV-OTH FRANCHISE 5701, 11, 21, 31	S		5330					
22		5091					G		5331					
23		5092				TOTAL PARTS SALES-SERV.	S		NON FOMOCO DUALS ONLY					
24		5093					G		MEMO: OTHER FRAN PARTS PURCHASES					
25		5094				5500 5810 BODY SHOP (METAL)	S		MONTH	YTD				
26		5095					G		5385					
27		5096				5510 5820 BODY SHOP (PAINT)	S		RO	TRAFFIC	SALES PER RO			
28		5097					G		ANALYSIS	HO COUNT	PARTS	LABOR		
29		5098				5520 5830 WARRANTY & POLICY CLAIMS (BODY SHOP)	S		SERVICE OTHER FRAN	5279				
30		5099					G		BODY R.O. OTHER FRAN	5281				
31		5100				5530 5840 INTERNAL (BODY SHOP)	S							
32		5101					G							
33		5102				5540, 5545 5770, 5780 5781 MATERIALS	S		5284					
34		5103					G		5285					
35		5104				5501, 11, 21, 31 PARTS SALES BODY-OTH FRANCHISE 5811, 21, 31, 41	S							
36		5105					G		MEMO: PRODUCTIVITY/EFFICIENCY					
37		5106				TOTAL PARTS SALES-BODY	S		SERVICE TECH.	MONTH	YTD			
38		5107					G		AVAILABLE CLOKED HOURS		5456			
39		5108				6550, 6561 DISCOUNTS 6560, 6565 EARNED	G		ACTUAL RETAIL HOURS WORKED		5457			
40		5109				6570, 6580 INVENTORY 6585, 6571 ADJ.	G		FLAT RATE HOURS SOLD		5458			
41		5110					S		5340				5580	
42		5111				TOTAL DEPARTMENTS	G		5341				5581	
43		5112				6300 COST OF SALES * LIFO								
44		5113				TOTAL	G		5343				5583	
45		76 PARTS EXPENSE			% PARTS GRS				77 SERV SALES EXPENSE		% SERV GRS		78 BODY SALES EXPENSE	% BODY GRS
46		5114				7600,05 COMP. 7800,05 7700,05 MGRS. 7800,05			5344				5584	
47		5115				7610 SAL- 7810 7710 OTHER 7902,10			5345				5585	
48		5116				7620 COMM & 7820 7720 INC-OTH 7907,20			5346				5586	
49		5117				7630,31 ADVERT/7830,31 7730,31 PROMO 7930,31			5347				5587	
50		5131				7621 ADVERTISING 7721 REBATES 7921			5348				5588	
51		5119				7640 TRAINING 7840 7740 7940			5349				5589	
52		5120				7650 POLICY 7850 7750 ADJ. 7950			5350				5590	
53		5121				7660,61 SERV. 7860,61 7760,61 LOANER			5351				5591	
54		5122				7670 TOOLS & 7870 7770 SUPPLIES 7970			5352				5592	
55		5123				7671 FREIGHT 7771 7871 7971			5353				5593	
56		5124				7680 EQ & VEH. 7880 7780 MAINT. 7980			5354				5594	
57		5125				7690 INV CNTRL 7885 7785 & DP 7985			5355				5595	
58		5126				7695 VAC/TO 7890 7790 PAY-TECH 7990			5356				5596	
59		5127				TOT. SALES EXP.			5357				5597	
60		5128				SELLING GROSS			5358				5598	
61		5129				SHOP PARTS GROSS TRANS.			5359				5599	
62		5130				ADJ. SELLING GROSS			5360				5600	

LINE NO	DEALER		P & A CODE				SALES CODE			MONTH			PG 6
	SELLING/ADJUSTED * SELLING GROSS ALL DEPTS		MONTH	YTD	MON	YTD	NEW	USED	PARTS *	SERVICE *	BODY *	UNAPPLIED	
				6030			6120	6150	6190	6210	6240		
	FIXED EXPENSE				% GROSS		DEPARTMENTAL FIXED EXPENSE ALLOCATION - YTD						
1	SAL.-GEN. MGR.	8000 8005, 8006		6031			6121	6151	6181	6211	6241	6271	
2	SALARIES-ADM.	8020		6032			6122	6152	6182	6212	6242	6272	
3	EMPLOYEE BENEFIT	8040 8041, 8045		6033			6123	6153	6183	6213	6243	6273	
4	PAYROLL TAXES	8100 8105, 8106		6034			6124	6154	6184	6214	6244	6274	
5	PENSIONS	8200, 8205 8206, 8210		6035			6125	6155	6185	6215	6245	6275	
6	INST'L ADV. & PROMO.	8220 8240		6036			6126	6156	6186	6216	6246	6276	
7	RENT & EQUIVALENT *	8300, 20, 40, 50, 60 & 8400, 20 8305, 45, 55, 65 & 8405, 25		6037			6127	6157	6187	6217	6247	6277	
8	UTILITIES	8500 8505, 8506		6038			6128	6158	6188	6218	6248	6278	
9	TELEPHONE	8520 8525, 8445		6039			6129	6159	6189	6219	6249	6279	
10	TAXES	8540 8445, 8646		6040			6130	6160	6190	6220	6250	6280	
11	INSURANCE	8600 8620		6041			6131	6161	6191	6221	6251	6281	
12	OFFICE SUPPLIES	8640 8645, 8666		6042			6132	6162	6192	6222	6252	6282	
13	PROFESSIONAL & SERVICE FEES	8660 8665, 8706		6043			6133	6163	6193	6223	6253	6283	
14	DATA PROCESSING	8680		6044			6134	6164	6194	6224	6254	6284	
15	BAD DEBTS	8700 8705, 8726		6045			6135	6165	6195	6225	6255	6285	
16	CONTRIBUTIONS	8720 8725, 8766		6046			6136	6166	6196	6226	6256	6286	
17	INTEREST	8740		6047			6137	6167	6197	6227	6257	6287	
18	DEPREC. EQUIP.	8760 8765, 8806		6048			6138	6168	6198	6228	6258	6288	
19	EQUIP. & VEH. MAINT. GENL.	8780		6049			6139	6169	6199	6229	6259	6289	
20	TRAVEL & ENTERTAINMENT	8800 8805, 8826		6050			6140	6170	6200	6230	6260	6290	
21	MISC. EXPENSE	8820 8825, 8841		6051			6141	6171	6201	6231	6261	6291	
22				ALLOCATION OF UNAPPLIED EXPENSE *			6142	6172	6202	6232	6262	6292	
23	TOTAL FIXED			6053			6143	6173	6203	6233	6263	TOTAL APPLIED *	
24	DEALER SALARY	8900		6054			6144	6174	6204	6234	6264		
25	OPERATING PROFIT			6055			6145	6175	6205	6235	6265		
26	NEW VEHICLE		F&I SELLING GROSS ANALYSIS				USED VEHICLE		RENTAL DEPARTMENT			MONTH	YTD
27	MONTH	YTD					MONTH	YTD	INCOME				6410
28									SALARIES				6411
29									COMMISSIONS/INCENTIVES				6412
30									OTHER EXPENSES				6413
31									TOTAL NET				6414
32									AGREEMENTS				6415
33									INVENTORY ANALYSIS		RENTAL		SERVICE LOANERS
34										CAR	TRUCK	RV	
35									TOT UNITS @ EOM	6420	6430	6440	6450
36									TOT UNIT-DAYS AVAIL. / MO.	6421	6431	6441	6451
37									CUST.-ESP.-PAID DAYS / MO.	6422	6432	6442	6452
38									SERVICE LOANER-PAID DAYS / MO.	6423	6433	6443	6453
39									DEALER-PAID DAYS / MO.	6424	6434	6444	6454
40									NON-UTILIZED DAYS / MO.	6425	6435	6445	6455
41									% UTILIZATION	6426	6436	6446	6456
42									% CUSTOMER / EXP. PAID	6427	6437	6447	6457
43	PERSONNEL SUMMARY	ADMIN	FRAN N & U	F & I	REN/LSE	FRAN PARTS	FRAN SERV.	BODY	MEMO: UTILITY EXPENSES		MONTH	YTD	
44	DEALERS	6504							GAS			6465	
45	MANAGEMENT	6505	6525	6565	6585	6605	6645	6685	ELECTRIC			6487	
46	SLSPRNS/SERV ADVSRs		6526	6566	6586	6606	6646	6686	WATER			6489	
47	TECH. NICIANS	REPAIR					6647	6687	SEWAGE			6491	
48	INTERNAL		6528				6648	6688	SOLAR			6493	
49	CLERICAL	6509	6529	6569	6589	6609	6649	6689	TOTAL			6495	
50	OTHER	6510	6530	6570	6590	6610	6650	6690					
51	TOTAL	6501	6511	6531	6571	6591	6611	6651					
52	SALESPERSON	< 12 MOS.	6532				< 12 MOS.	6612					
53	TENURE	12 - 36 MOS.	6533				12 - 36 MOS.	6613					
54	(IN MONTHS)	37 - 60 MOS.	6534				37 - 60 MOS.	6614					
55		61+ MOS.	6535				61+ MOS.	6615					
56	SALESPERSON	HIRED-YTD	6536				HIRED-YTD	6616					
57	TURNOVER	TERM.-YTD	6537				TERM.-YTD	6617					
58	MEMO: SPLIT SLS FORCE	NEW ONLY	USED ONLY	COMB. N & U	TOTAL	STALL COUNT							
59	MANAGERS	6709	6719	6729	6739	REPAIR	INTERNAL	BODY					
60	SALESPERSONS	6710	6720	6730	6740	6750	6760	6770					

PERSONNEL	
MANAGERS	7501
SERVICE WRITERS	7502
REPAIR TECH.	7503
INTERNAL TECH.	7504
TOTAL	7505

STALL COUNT	
REPAIR	INTERNAL
7510	7511